



## SENIOR VICE PRESIDENT, DEVELOPMENT

### Client Information

Our client, Marubeni Power International, Inc., is a wholly owned subsidiary of Marubeni Corporation, one of the world's largest trading companies.

Located in New York City, this position will provide an outstanding base compensation package, along with appropriate short/long term incentive arrangements, further complemented with an exceptional benefit program.

### Ideal Candidate Profile

- 10 years direct experience in project development, management and operation of electric power projects. Experience must include lead project development and structuring roles and experience with energy companies working on complex negotiations, multi-year and multi-client agreements for various energy related services and commodities
- Management/leadership experience utilizing technical, financial, negotiation, and presentation skills
- Strong strategic and entrepreneurial skills, with the ability to build and grow operations through both traditional and non-traditional initiatives. Prior senior level experience will be required
- Possible alternate backgrounds include (all should have IPP or unregulated power generation business experience) – engineering background/engineering contract experience; construction background/construction contract experience; consulting or professional service experience
- Prior experience with multiple clients including utilities, transmission system operators, market operators, producers, power marketers, load serving entities, and regulatory agencies
- Candidates should be proficient in many of the following subject matter areas:
  - Fundamental analysis of physical energy markets
  - Regulatory issues affecting deregulated wholesale energy markets
  - Specific deregulated regional energy markets
  - Risk analysis and management concepts and practices
  - Physical and financial energy trading/scheduling and/or settlements and reconciliation
  - Market operations (bidding, scheduling, settlements, transmission congestion management, energy and ancillary services)
  - Internal controls related to the trade cycle (including front, middle and back office functions)
- Demonstrated experience of working as part of a team, with the ability to effectively interact with a variety of project management and multiple cultures
- Team orientation – “roll-up-the-sleeves” style. Superior intelligence
- A “charismatic leader” with ability to instill pride, passion and a winning attitude

- Strong analytical and financial skills required for transaction structuring and project assessment
- A high energy level, passion and strong work ethic
- Must be viewed as a “knowledge source”, recognized within the power industry
- A diplomat, persuasive style, “soft hands” with exceptional behavioral skills. Apolitical
- Team player who is willing to make a significant contribution to the growth and enhancement of the business

### **Position Responsibilities/Dimensions**

- Proactively pursue and execute potential development transactions, which will complement the current and future power portfolio;
- Provides competitive intelligence for utilization in strategic business decisions;
- Lead and define market, customer, and competitive analysis;
- Lead strategic assessment, valuation, due diligence and negotiation process to bring the projects to a successful closing;
- Formulate deal recommendation and drive creation of proposal package;
- Coordinate and drive due diligence process;
- Lead negotiations by acting as the key negotiator on deals/transactions to ensure closure and adequate risk mitigation;
- Following through on closed deals to ensure satisfactory transition and operation;
- Plan & Build organizational capability (emphasis on market & risk control capabilities);
- Recruit and develop talent when and where needed ; and
- Work closely with staff across Marubeni Power International and advisors including trading, market operations and legal to ensure performance (This could include interfacing with and negotiating with regulatory bodies, clients and subcontractors)