



## Job Description

<b>Job Title:</b>	Director of Origination
<b>Department:</b>	Commercial
<b>Reports to:</b>	Chief Commercial Officer
<b>Direct Reports:</b>	0
<b>Date Posted:</b>	June 14, 2021
<b>Location:</b>	Houston
<b>Travel:</b>	Up to 50% (as needed)

### KEY RESPONSIBILITIES & PURPOSE OF POSITION

(The incumbent may be asked to fulfill other responsibilities)

#### POSITION PURPOSE:

Working closely with the CCO, this position will develop and implement commercial strategies. The focus will be on closing complex structured transactions as well as developing and maintaining relationships with key market participants. Knowledge of battery storage is a plus.

#### KEY RESPONSIBILITIES:

1. Experience originating, structuring, negotiating, and closing long-term (10+ years) structured deals (PPA, Toll, Etc.).
2. Strong contacts and relationships with market participants, utilities, coops, munis, retail aggregators and corporates in one of the following regions - SPP, MISO, NYISO, NEISO, ERCOT and/or Southeast.
3. Propose solutions and/or deal structures that solve or mitigate counterparty risk.
4. Negotiate, prepare, and close all deal related documents including term sheets, enabling agreements and all other documentation.
5. As team lead, you will coordinate with internal departments involved in the transaction including Development, Construction, Analytics, Market Operations, Regulatory and Legal to guide and support the internal vetting process.
6. Keep abreast on market incentives including broader regulatory and public policy considerations affecting battery incentives.
7. Presents transaction to KCE management team when seeking approval of the proposed deal structure
8. Research markets KCE's is not actively pursuing to determine other market opportunities and provide that market intelligence to the KCE management team.

### WORK EXPERIENCE & REQUIREMENTS

1. Working knowledge of Microsoft Office products (Word, PowerPoint, Excel, MS Project) as well as cloud-based platforms (Box, Slack, SmartSheet).
2. Strong writer, adept in rapidly drafting both quantitative and qualitative material.
3. Strong presenter, able to represent KCE confidently to a variety of counterparties.
4. Understanding of U.S. power markets
5. Knowledge of state level regulatory agencies and interest groups relevant to energy storage. Experience actively participating in regulatory processes a plus.
6. Knowledge of grid-scale batteries, renewable energy, and electrical engineering a plus.
7. Ability to understand and communicate technical and commercial issues.
8. Strong team player, with ability to coordinate, lead, and take direction.
9. Motivated self-starter with strong organizational and time-management skills.