

## **Director, Energy & Renewable Marketing (AEP Energy)**

34371BR - Columbus, OH

### **About AEP Energy**

AEP Energy, a subsidiary of American Electric Power (Nasdaq: AEP), and its affiliates deliver a wide array of innovative competitive energy solutions nationwide. As a competitive retail and wholesale electricity and natural gas supplier, AEP Energy serves over 700,000 residential and business customers in 28 service territories in six states and Washington, D.C. As one of the largest wholesale suppliers in the country, AEP Energy also specializes in offering customized wholesale power supply products based on the specific needs of our customers' electric systems within ERCOT, MISO, PJM and SPP. AEP Energy also sells renewable energy through long-term contracts with utilities, electric cooperatives, municipalities and corporate customers. With a commitment to a clean energy future, AEP Energy and its affiliates currently own over 1,900 megawatts of wind, solar and energy storage on both a utility scale and distributed scale basis. Solving energy problems for customers, AEP Energy and its affiliates own and operate over 90 behind-the-meter projects in 26 different states and has an active development pipeline across the U.S. Based in Columbus, Ohio, Chicago, Illinois and San Diego, California, AEP Energy takes pride in making it easy for customers and partners to buy, manage and use energy. For more information, visit AEP Energy Partners.

### **JOB SUMMARY:**

Lead the management of existing renewable energy PPA contracts and lead the process of securing new renewable PPA resources on behalf of AEP Energy. Such activities to include developing and executing strategies, overseeing administration of requests for proposals, contract negotiation and project due diligence, providing input to draft power purchase agreements and coordination with shared service and AEP Energy Supply stakeholders for the approval, implementation and management of such purchases.

Guides, manages, and contributes to wholesale origination business and responsible for managing AEP's competitive business' ("Energy Supply") wholesale customers. This position is responsible for originating wholesale full requirements leads and also responsible for selling the deal internally, navigating a rigorous vetting process, to gain approval and managing the team through execution which includes gaining input from several different departments such as Pricing, Legal, Credit, Accounting, Risk Management, and Trading.

This position will also work with the OnSite team to develop behind the meter customer solutions, and act as a liaison between Wholesale Origination, Trading, Scheduling, and Bid Optimization, and/or other commercial transactions and implementations as appropriate.

### **ESSENTIAL JOB FUNCTIONS & TASKS:**

Lead the management of existing renewable energy PPA contracts and lead the process of securing new renewable PPA resources on behalf of AEP Energy. Such activities to include developing and executing strategies, overseeing administration of requests for proposals, contract negotiation and project due diligence, providing input to draft power purchase agreements and coordination with shared service and AEP Energy Supply stakeholders for the approval, implementation and management of such purchases.

Lead wholesale marketing and sales activities for AEP Energy Partners municipal and cooperative segments. Such activities to include developing and executing strategies to create significant incremental gross margin, contract negotiation, customer relationship development, and dispute resolution.

Manage and promote relationships and coordination with various internal stakeholders including: Trading, Bid Optimization, Accounting, Regulatory, Legal, MRO, Settlements, Risk, Structuring, and Credit teams to facilitate the buying, selling, and implementation of all marketing and sales activities.

Stay abreast of industry developments, including pricing, technology advancements, and regulatory

changes that may impact AEP Energy Supply's purchase and sale portfolio as well as the interests of our customers.

Provide support to new initiatives as requested. Such support may be to lead or participate on a team associated with a new initiative or asset acquisition due diligence. Support to include providing technical, contractual, and market (RTO) input on the initiative. In addition, support initiatives through the development of project schedules, Power Point presentations, and the delivery of such presentations to internal management or external customers.

Maintain contact with wholesale customer organizations, renewable developers, and trade associations in the market to understand the types of customer needs and developer capabilities of the various projects under development in the areas AEP Energy Supply serves currently and may be looking to expand. Communicate findings to internal stakeholders, including senior management, Trading, AEP Energy, AEP Renewables, AEP OnSite and applicable shared service colleagues.

**Job Type:** Full-Time

**Relocation:** Yes

**Minimum Requirements**

**EDUCATION:** Bachelors' degree in finance, engineering, business management or related field.

**EXPERIENCE:** Ten plus (10+) years' of energy industry experience to lead wholesale generation, customer relationships, as well as negotiating and executing complex structured transactions while managing the entire origination process to completion. Some combination of modeling, structuring, trading/marketing, risk management, contract work, and management is essential to successful implementation of this role.

**PREFERRED:**

1. Master's Degree preferred but not required
2. Extensive Travel

**Geographic Proximity:** greater Columbus, OH, region

**Work Designation:** Hybrid