



DIRECTOR OF EMERGING TECHNOLOGIES
LOCATION: REMOTE

Established in 1998, Customized Energy Solutions is an energy advisory, software and services company that works closely with clients to navigate the wholesale and retail electricity markets across the United States and globally. We offer software solutions, back office operational support, and advisory and consulting services focused on asset optimization and energy market participation efficiency.

CES Emerging Technologies is at the forefront of the energy transition powered by newer technologies like energy storage, stationary storage, eMobility and green hydrogen. Over the past decade, CES has made significant investments in developing an integrated ecosystem spanning energy market operations, market intelligence, policy expertise, technical capabilities, advanced modeling tools, optimization algorithms and software platforms.

We offer an industry leading range of consulting services to project developers, investors, technology companies and market participants to understand the evolving market rules, quantify the impacts and discover the value proposition of new technologies. With a presence across all north American competitive markets, the CES Emerging Technologies team has provided consulting and services to over 10 GWh of advanced energy storage resources globally. The insights garnered from CES's managing the day-to-day operations of over 17,000 MW of generating assets and 700 MW of energy storage facilities in the RTO/ISO markets set our consulting services apart from our competitors.

Our team of associates at CES is highly motivated, innovative, and passionate about providing excellent Services to our clients. We look for individuals interested in growing with our company, and working in an exciting, open, and collegial work environment. Our main office is located in Philadelphia, with satellite offices in the US, Canada, Japan, India, Netherlands, UAE and Vietnam.

Job Description

CES is looking for a Director of Emerging Technologies with a proven record as a thought leader in the energy markets with the ability to develop strong relationships with clients to advise on their techno-economic challenges. [Click here to apply.](#)

Responsibilities include:

Team Lead

1. Manage consultant team in US by establishing overall direction and creating strategic initiatives;
2. Analyze and elevate team performance by coaching, planning, monitoring, and appraising results of each team member;
3. Manage business development and sales process;
4. Collaborate with international teams to execute projects.

Business Development

1. Develop business opportunities with existing and new clients by responding to inquiries and providing market insights.
2. Establish as the industry thought leader by interacting with key decision makers and presenting at industry events and conferences.
3. Lead responses to Emerging Technologies Request for Proposals (RFPs) by coordinating collection and preparation of required information.
4. Track submitted proposals and provide feedback to management.
5. Present market research to the marketing department and recommend strategies to improve market marketing materials.

Project Execution

1. Manage the execution of written and technical work for consulting projects involving emerging technologies including energy storage, Distributed Energy Resources (DERs), electric vehicles, and green hydrogen.
2. Utilize and contribute to CES's suite of dispatch and financial models used for valuing energy projects. Advise on model enhancements based on the developing market rules and regulations.
3. Develop high-quality presentation and communication material, including client presentations, reports and materials that facilitates discussions. Explain technical concepts associated with the project work to non-technical audiences.
4. Successfully execute client contracts from negotiation to close in adherence to related company policies and procedures.

Qualifications

- Minimum 10 years power industry experience
- Graduate degree in business administration, marketing, finance, or related field
- Significant experience in stationary storage, eMobility or hydrogen
- Proven experience in sales, marketing, business development, and management.
- Knowledge of RTO/ISO energy, ancillary services, and capacity in Northeast markets (NYISO, PJM and/or ISO-NE)
- Knowledge of state and utility programs for energy storage resources in the Northeast
- Strong verbal, writing and presentation skills
- Strong analytical/quantitative skills
- Ability to work independently and collaboratively with both US and remote teams.
- Ability to manage complex projects and multi-task.

Preferred

- Expertise with distribution energy resources (DERs) pairing with renewables, and energy storage dispatch modeling.
- Knowledge of V2X applications.
- Knowledge of green hydrogen market and applications.
- Familiarity with RTO/ISO transmission planning and generation interconnection processes.
- Experience with CRM software (ex: Salesforce)

Location

- This is a remote position with preference for serving NYISO, PJM or ISO-NE territories.

Travel

- Periodic travel to attend regulatory meetings, conferences, company quarterly meeting in at our headquarters in Philadelphia.

Additional Information

Customized Energy Solutions offers a competitive salary commensurate with experience. Benefits include performance bonus and profit-sharing Medical Savings Account, comprehensive health Insurance, disability insurance, life insurance, and 401K matching and tuition reimbursement. Excellent opportunities for advancement.