

SUMMARY OF JOB RESPONSIBILITIES AND REQUIREMENTS

JOB TITLE: Sr/Lead Originator

REQUISITION: FOS0071

DEPARTMENT: Evergy Energy Partners – Topeka General Office / Remote

LOCATION: Topeka General Office

Scheduled Work Hours: Monday - Friday 7:00 a.m. - 4:00 p.m. Job may require additional hours as required.

Summary of Primary Duties and Responsibilities:

Develops and implements innovative structured energy products with third party customers. Evaluates and develops new marketing initiatives and analyzes business opportunities in both new and existing markets. Coordinates internally with Origination, Legal, Finance, Tax, Accounting, Engineering, Procurement, and Risk Management to ensure that projects adhere to the company objectives and meets the customer needs. This position is responsible for cultivating strong relationships with customers and suppliers. Creates and presents effective marketing materials to existing and new customers.

Major responsibilities include, but are not limited to:

- Locate opportunities to build new or enhance current revenue streams via new program offerings or business partnerships that are consistent with Evergy's overall strategy.
- Creates new energy products and trading strategies and works to broaden our customer base.
- Screen potential business partnerships by analyzing market strategies, partnership requirements, and market potential and financial requirements and develop recommendations. Develop business cases as appropriate.
- Close new business partnerships by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Develops and cultivate high performing team environment.
- Working knowledge of financial modeling for business case justification, including knowledge of local government/nonprofit service procurement and governance processes.

Education and Experience:

- Bachelor's degree with emphasis in business, management/administration, or engineering discipline is required; Master's degree in business, management/administration, or engineering preferred.
- Candidate should have at least 5 years relevant experience: Relevant experience includes team or project leader with proven problem-solving skills, developing business cases and cost/benefit analyses, energy marketing experience with demonstrated ability in relationship management and marketing platform management, and/or other relevant experience working with wholesale power marketing customers.

Skills, Knowledge, and Abilities:

- Experienced program and product development background
- Ability to work in a larger corporate environment with a high degree of self-initiative and the ability to understand corporate strategy and apply this to future endeavors
- Excellent strategic planning, analytical, and quantitative skills
- Strong, demonstrated interpersonal and leadership skills
- Superior written, verbal and interpersonal communication skills to effectively communicate with senior level management, peers and customers
- Ability to understand and interpret secondary influences from markets and competitors
- Ability to deal with pressured time constraints and deadlines
- Challenged within a results-oriented team environment

Licenses, Certifications, and/or Testing:

Successful candidate must possess and maintain a valid driver's license.

Working Conditions: Normal office working conditions with some outdoor project site required. This position will require overnight travel. Remote work eligible.

Evergy has a clear mission – To empower a better future. Evergy chooses to live this mission by valuing People First. We know that to lead the responsible energy transition and provide affordable, reliable, and sustainable service to our customers and communities, we need a team with a variety of backgrounds, perspectives and skills. So, our goal is to be a diverse workforce that is representative of the communities we serve. We are committed to celebrating diversity and building a team where everyone – regardless of race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status – has a voice and can bring their best every day. We know that the more diverse and inclusive we are, the better we will be. Evergy is proud to be an equal opportunity workplace and is an affirmative action employer.

Disclaimer: The above information has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of employees assigned to this job.