



Job Posting Title:	Director of Power Marketing
GBU/Function:	ENA Renewables - Power Marketing & Commercial Strategy
Posting location(s):	Santa Barbara, CA Houston, TX, Chicago, IL

ENGIE is committed to reshaping the energy future through the global implementation of a lower carbon energy economy in order to preserve the world's natural resources. We are looking for talented and driven people who are committed to making the vision a reality.

As a Director of Power Marketing, the candidate will be responsible for originating new business in defined regions in the United States and Canada by developing new and existing customer relationships, communicating ENGIE's story and key attributes of potential product offerings, and proposing and structuring renewable energy transactions for the company's wind, solar, energy storage development portfolio. The role would be an ideal growth opportunity for an ambitious self-starter looking to build on existing experience in the energy industry to help fulfill the company's renewable energy aspirations and growth strategy within North America.

This position is located in Santa Barbara, CA or Houston, TX, or Chicago, IL and it is eligible to work in many locations across the U.S. and reports to the Power Marketing Director. Ability to travel regularly within the United States and Canada (post pandemic).

What you'll do:

Secure long-term power sale agreements with utilities and corporations to support the financing and build out of new renewable and / or energy storage projects.

- Actively manage and build relationships with existing and new customers in the chosen customer market segments.
- Evaluate requests for bids, lead bid preparation, prepare competitive analysis and manage participation in procurement processes.
- Prepare proposals and presentation materials for customers and buyers.
- Seek opportunities and deal structures that allow for bilateral transactions with customers.
- Negotiate terms and conditions of power sale agreements.
- Drive transactions toward closure.

Collaborate and coordinate with ENGIE's project development and delivery team, and ENGIE personnel in other departments and business lines that engage with utility or corporate customers.

- Ensure that the project attributes that are important to customers are shared with development team
- Prepare template presentation and proposal materials for customers and their buyers to support the origination effort.
- Lead establishment of strategy, pricing and structure of deals.
- Lead the internal support teams through all aspects of the complex sales process through to closing.



Remain abreast of renewable energy opportunities in the United States and the national industry trends impacting the future of renewable development opportunities and their competitiveness as they relate to customers.

Represent ENGIE at national renewable energy events as speaker, panelist and energy leader.

Carry out other duties as assigned.

What you bring:

Bachelor's degree preferred

Minimum 5 years of experience in power origination; preferably in renewable power.

Minimum 10 years of experience in the energy industry; preferably in renewable energy.

A solid track record of success in a development or sales capacity in the clean energy sector securing long term power sale agreements on renewable energy projects with utilities and corporations

Demonstrated ability to lead, structure, , negotiate, coordinate and execute power sale agreements together with internal and external advisors.

Knowledge of the electric utility industry and electric energy markets.

Working knowledge of RTO operations, electric transmission and power generation and storage technologies

Strong sales, networking, leadership, negotiation and time management skills

Ability to prepare marketing materials, presentations and proposal materials needed to pitch origination opportunities to customers.

Superior verbal and written communication skills and high level of attention to detail

Results oriented leader with the ability to work independently within a large matrixed organization while effectively interfacing with the various cross-functional employee groups.

Ability to work independently and as a team member

Additional Information/Conditions:

Must be eligible to work for any U.S. employer without the need for sponsorship now or in the future

Ability to meet highest attendance requirements.

Ability to communicate effectively, both written and verbally.

Ability to handle multiple assignments on a timely basis with a high degree of accuracy.

Ability to travel regularly within the United States and Canada (post pandemic).

Ability to engage with stakeholders on evening and weekends.

Ability to use personal computer, etc.

Could involve some lifting.

Must be willing and able to comply with ENGIE's policy with respect to COVID vaccination and testing

Must be willing and able to comply with all ENGIE ethics and safety policies

While performing the duties of this job, the employee is not exposed to weather conditions



Work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job
Reasonable accommodations may be made to enable individuals with the needed assistance to perform the essential functions
Eligible for a hybrid schedule consisting of in-office and work-from-home opportunities

Why ENGIE?

ENGIE North America isn't just participating in the Zero-Carbon Transition, we're leading it! Join us as we develop energy that is more renewable, more efficient, and more accessible to everyone.

Unite with us in leading the transformation of the world of energy! ENGIE is looking for talented and motivated individuals to create the future of energy and customer solutions. Join a rewarding and flexible work environment that encourages innovation and creativity to help customers meet their energy challenges today and in the future. Are you up for the challenge?

At ENGIE, our goal is to support, promote, and thrive on diversity, equity, and inclusion. We do so for the benefit of our employees, customers, products and services, and community. So ENGIE is proud to be an equal opportunity workplace and is also an affirmative action employer. We are firmly committed to creating an equitable and inclusive environment for all employees.

We are committed to providing employees with a work environment free of discrimination and harassment. All employment decisions at ENGIE are based on business needs, job requirements, and individual qualifications. ENGIE is committed to providing equal employment opportunities regardless of actual or perceived race, color, creed, religion, national origin, ancestry, citizenship, age, sex or gender (including pregnancy, childbirth, and related medical conditions), gender identity, or gender expression (including transgender status), sexual orientation, marital status, civil union, or domestic partnership status, military service or veteran status, physical or mental disability, protected medical condition, genetic information, or any other legally protected category (referred to as "protected characteristics") as defined by applicable federal, state or local law in the locations where we operate.

If you need assistance with this application or a reasonable accommodation due to a disability, you may contact us at ENGIENA-ENGIEHR@engie.com. Please note: This email address is reserved for individuals with disabilities in need of assistance and is not a means of inquiry regarding positions or application status.