

## Power Marketer – Wind Development

**Employer:** Skyward Energy, LLC fosters a 360 degree work and educational environment. While this is often called a “linear” or an “anti-hierarchical” structure, the Skyward team places specific emphasis on career and educational growth in order to ensure the team’s success on an individual and collective basis. We believe that every member of the team has unique talents and insight to offer and that learning flows fluidly between team members regardless of their years of experience.

**Job Location:** Midland, Texas (Optional)

- **Job Description** Skyward Energy, LLC seeks to add to its lean and efficient team of highly talented, results-driven individuals, in order to continue the organization’s rapid growth as a dominant player in the renewable energy industry.

The team is looking for natural leaders that have the rare talent to execute flawlessly. The Power marketer must be a seasoned veteran of the renewable energy industry that has a successful track record of negotiating offtake agreements as well as a deep knowledge and understanding of the US power markets. While regional focus is acceptable, the ideal candidate would have experience in multiple regions of the US.

Given the weak financial markets, offtake is progressively more difficult to secure. Therefore, the candidate must be able to develop new structures to successfully secure offtake agreements. While the team will respond to Utility Request for Proposals, this position will require extensive travel and constant customer interface.

The Power Marketer should be process oriented and schedule-driven. Most importantly, the candidate must exhibit that he or she thrives in a team-oriented environment. The organization strategically maintains a lean, versatile staff that collectively tackles a large portfolio of projects. Thus, teamwork is paramount.

Responsibilities include, but are not limited to:

- Offtake Origination
- Develop innovative power marketing structures
- Negotiate Offtake Agreements
- Utility interface and relationship management
- Offtake Roadshows
- Coordinate RFP Bid responses
- Evaluate US Power Markets
- Generate Marketing reports and strategic reviews
- Mentoring team members

Requirements:

- 5+ years of experience in commercial Renewable Energy Development
- Project Management experience
- Extensive knowledge of the US power markets
- Must have successfully negotiated a minimum of five Offtake agreements for commercial renewable projects; diversity of regions is an added benefit
- Strong market analytical abilities
- Utility background or strong understanding of utility generation and transmission planning
- Bachelors degree; MBA, JD, and/or other graduate degrees highly recommended
- Experience and facility in running financial models, budgeting and contract negotiation
- Proven track record of flawless execution and ability to deliver
- Strong negotiation skills
- Intellectual curiosity and a passion for learning
- Excellent oral, written, analytical and presentation skills
- Strong business and social ethics

Please submit your resume and indicate in the subject the title of the position for which you are applying.

**Please submit your most recent resume to [lamador@skywardenergy.com](mailto:lamador@skywardenergy.com).**