



Job Posting #:	47FB12042020	Posting Type:	Internal and External
Job Title:	Director of Energy Solutions and Clean Energy	Grade/Classification:	18/Exempt
Department/Group:	Strategy & Technology	Location:	Fredericksburg

Job Description

OVERVIEW

The Director of Energy Solutions and Clean Energy will support the strategic goals of REC by developing, achieving, and communicating Key Performance Indicators objectives. The Director would oversee energy advisors who conduct energy audits, provide energy efficiency recommendations, conduct consumer-member use analysis, coordinate demand response activities, and manage EV programs, Distributed Energy Resources (DER) programs and interconnection. Supports the cultural goals of REC by focusing on the member, modeling REC's values, aligning the Energy Solutions and Clean Energy Department to REC's vision and strategy, helping to create a culture of innovation as well as enabling creative thinking, and promotes positive interactions within REC.

KEY RESPONSIBILITIES

- Develops, implements and manages the clean energy, energy efficiency, beneficial electrification programs and consumer energy solutions within REC
- Support execution of projects to assist REC with management of integrated distribution planning, distributed energy resource programs (solar PV, non-solar distributed generation, electric vehicles, battery storage, demand response, energy efficiency) including all DER interconnections
- Support REC's Government and Regulatory Affairs staff, as well as VMDAEC staff, by participating in and supporting formal and informal workgroups, stakeholder meetings, generic regulatory proceedings, etc., that are set up to work on clean energy-related policies and regulations at the state and/or federal level
- Performs or assists in performing analytical studies and direct cost benefit studies for clean energy programs for cost effectiveness and prepares program descriptions outlining details of program implementation plan
- Potentially testify as an expert witness in regulatory proceedings before the State Corporation Commission to support clean-energy related consumer programs that the co-op may propose, such as programs designed to support electric vehicles, end use battery storage, behavioral demand response, etc.
- Work with other departments to coordinate internal resources to provide marketing, advertising, and training during the implementation and delivery of new energy solutions products and services
- Be REC's public spokesperson on clean energy -related topics with members, the media, at conferences and other forums, etc.
- Potentially serve on state, regional, or national boards of organizations that support clean energy initiatives
- Develops or assists with development of strategic broad-based electric vehicle programs for residential and commercial members

CORE COMPETENCIES

- Knowledge of distributed generation and energy storage and of the DER sector with an emphasis on product development as demonstrated by prior work experience
- Ability to anticipate internal and or external business challenges and/or regulatory issues; recommends process, product or service improvements as demonstrated by prior work experience
- Ability to understand and discuss issues and developments related to product design, development and deployment as demonstrated by prior work experience
- Ability to direct and manage various projects, administer policies and procedures, and prepare comprehensive strategic plans and reports as demonstrated by prior work experience
- Ability to develop templates and spreadsheets and use database/project management software tools as demonstrated by prior work experience
- Proven ability winning federal, state and local grants to support companywide projects and initiatives
- Ability to obtain and manage private and public funding for projects as demonstrated by prior work experience



- Ability to tactfully engage, motivate, and persuade senior-level cooperative and industry leaders, including anticipating potential objections, with proven business acumen and ability to evaluate and articulate project ROI to seasoned business leaders as demonstrated by prior work experience
- Ability to be persuasive, negotiate, and collaborate with individuals at all levels inside and outside of the organization as demonstrated by prior work experience

QUALIFICATIONS AND EDUCATION REQUIREMENTS

A Bachelor's Degree in Engineering, Business or related field required. Prior management experience required as well as training in leadership, management, coaching planning, and budgeting preferred. Certifications such as Home Energy Rating System (HERS), Building Performance Institute (BPI), Certified Energy Manager (CEM) or other comparable residential and commercial building performance certification a plus.

The ideal candidate will have a minimum of 7 years of experience in coordinating a wide range of programs, products, and services targeted at managing energy usage required. Must have experience leading teams, projects, and employees. Must have experience with project management, regulatory filings and program analysis, budgeting and reporting. Experience in marketing and renewable generation is desired.

Candidate must have experience in preparing or assisting in the preparation of other financial and statistical exhibits and analyses, reports and studies related to the strategic Corporate goals and in support of other related areas of the Cooperative (i.e. forecasting, supply side-planning, accounting, auditing, regulatory affairs, etc.) Must provide project support for energy efficiency, clean energy and energy innovation projects, oversee energy and climate related grant programs.

Must manage distributed generation interconnection requests, track clean energy related federal, state and local policies. Manage sustainability programs, assist in power supply, distribution system design and operations relative to increase penetration of distributed energy resources. Lead or assist in analyzing non-wire alternatives to address transmission and distribution system capacity and reliability needs. Oversee energy audits and end-use consumer technologies and programs

HOW TO APPLY

Internal Applicants: Interested parties should submit an internal application (a resume may be attached to the completed application) to the Human Resources Department.

Applicants: Resumes can be emailed to rech@myrec.coop or mailed to REC's Human Resources Department.

Please indicate the Job Posting ID **#47FB12042020**

Deadline: Monday January, 4th @ 5:00PM EST

*The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not intended to be construed as a complete list of all responsibilities, duties, and skills required of personnel so classified.