

# Position Description

Senior Energy Market Analyst (Hydro Specialist)  
Presales and Solutions Team (EMEA)



<b>BUSINESS UNIT</b>	Presales and Solutions Team
<b>REGION</b>	EMEA
<b>REPORTS TO</b>	Head of Presales and Solutions (EMEA)
<b>DIRECT REPORTS</b>	N/A

## About Energy Exemplar

Energy Exemplar is the global market leader in the technology of optimization-based energy (power and gas) market simulation. Our software suite, headlined by PLEXOS, is used across every region of the world for a wide range of applications, from short-term analysis to long-term planning studies.

Driven by the frenetic pace of advancements in computing technology and mathematical algorithms, our people continually think of novel approaches and more realistic simulations that enhance decision making, create market opportunities that benefit us all and enable utilities and regulatory authorities to become smarter, more energy efficient and profitable.

Energy Exemplar continues to 'push the envelope', being first-to-market with the latest advances in mathematical programming and energy market simulation theory, as it strives to offer the most comprehensive simulation software to its customer base. Development continues to be headquartered in Adelaide, South Australia, led by Glenn Drayton and backed by a team with expertise in software development, operations research, economics, mathematics, statistics, and electrical engineering.

## Our Core Values

### CUSTOMER SUCCESS

- Solve the problems that matter
- Deliver solutions that drive outcomes
- Customers' success drives our business success.

### ONE GLOBAL TEAM

- A place where everyone can do their best work
- Passionate about making a positive impact
- Collaborate, communicate and act as one team

### INTEGRITY & OWNERSHIP

- Take ownership and be accountable for outcomes
- Value spirited debate then align behind decisions
- Operate at the highest standards

### INNOVATION EXCELLENCE

- Frontrunners – relentlessly pursuing innovation and excellence
- Foster idea generation at all levels
- Create the future by pushing the boundaries of today

## About the Role

As a member of the EMEA Solutions team, the Senior Energy Market Analyst will be responsible for engaging directly with both potential and existing clients to increase sales and ensure existing clients are well serviced. The successful candidate will help drive Energy Exemplar's growth in hydro heavy markets across the EMEA region, by working with the sales team to identifying relevant customer use cases and assist in the development of the go to market strategy.

The senior energy market analyst will act as a energy markets and hydro power subject matter expert, responsible for thought leadership towards customers. He/She will seek to understand the customers challenges, identify solutions within the Energy Exemplar product offerings, and articulate the value proposition within the marketplace.

The role has a heavy modelling focus. The successful candidate will be expected to heavily contribute to the building of energy market models for those regions with high hydro dependency, using Energy Exemplar's flagship PLEXOS software tool (the role does not require programming/software development). The candidate should have a good understanding of fundamental market price drivers in hydro dominated markets, and ideally have experience in stochastic optimization techniques. Knowledge of the Nordic energy markets is particularly desirable.

This senior energy market analyst works in close collaboration with a team of technical subject matter experts. The position is supported by strong training, coaching and mentoring and provides opportunity for professional growth and career advancement, as well as international travel to customer sites. Successful candidates will have a strong background in modelling, and good customer facing skills; as well as being outgoing, professional, driven and able to multi-task in a dynamic and often changing environment.

## Key Accountabilities and Duties

- Drive the development of energy market models for hydro heavy markets across the EMEA region.
- Support the Sales Executives (EMEA) with new prospects' (Electricity TSOs/Utilities etc.) sales inquiries and pre-sales support from start to finish
- Support the sales team in meetings with prospective clients. Understand the prospects business challenges and propose innovative solutions based upon Energy Exemplar product offerings.
- Deliver product demonstrations to new and existing customers
- Create Proof of Concept studies by developing models which demonstrate the potential of Energy Exemplar's solution to meet customer needs.
- Provide technical responses to customer enquiries. Including RFI/RFP.
- Produce technical sales collateral including presentations, documentation and training materials.
- Provide product training, both remotely and on-site, as required to new prospects & existing customers.
- Provide advice, guidance & updates to sales executives, new prospects & existing customers on energy markets modelling.
- Lead in software implementation projects to Develop detailed energy market and/or power systems models to meet customer needs.
- Carry out research and understand trends and developments in EMEA energy markets, providing thought-leadership towards customers.
- Research and formulate white papers, webinars to market Energy Exemplar's products and services
- Engage with prospects & existing customers to improve their energy modelling capabilities.
- Troubleshoot possible issues in customers models and liaise with development team.
- Fulfill other duties as required by EMEA's Senior Leadership Team and other department personnel as requested/required.

## Required Knowledge, Skills and Experience

<b>KNOWLEDGE AND SKILLS</b>	
Foundational knowledge of energy markets & associated economics	<b>Essential</b>
Foundational knowledge of hydro power systems, including storage managemenet for cascading hydro power plants.	<b>Essential</b>
Good understanding of stochastic optimization techniques	<b>Desirable</b>
Knowledge of the Nordic energy markets, and	
Good understanding of inflow forecasting techniques	
Ability to communicate complex subject matter in an easy to understand manner	<b>Essential</b>
Strong commercial awareness	<b>Essential</b>
Top down approach to problem solving – ability to see the big picture	<b>Essential</b>
Strong interpersonal presence and skills - demonstrated ability to build rapport	<b>Essential</b>
Excellent verbal and written communications skills	<b>Essential</b>
Strong listening and presentation skills	<b>Essential</b>
Ability to multi-task, prioritize, and manage time effectively	<b>Essential</b>
Self-driven, results-orientated with a positive outlook and a focus on quality	<b>Essential</b>
Thorough knowledge of standard Microsoft programs – Word, Excel, PowerPoint	<b>Essential</b>
Ability to manage multiple competing priorities	<b>Essential</b>
Sense of urgency for goal achievement	<b>Essential</b>
Strong desire for personal and career advancement	<b>Essential</b>
<b>EDUCATION AND EXPERIENCE</b>	
Degree in electrical engineering, Energy Economics, Operations Research, Mathematics or similar.	<b>Essential</b>
5 years'+ experience in hydrology or energy markets with hydro focus.	<b>Essential</b>
Prior experience in building fundamental energy market models	<b>Essential</b>
Experience working with ARC GIS databases	<b>Desirable</b>
Knowledge of PLEXOS or other mathematically based optimisation tools	<b>Desirable</b>

**Above all, to be successful in this role the successful candidate will have:**

**An undeniable passion for customer service** – Must be committed to providing exceptional customer service and enhancing the overall experience of our customers in every interaction.

**Outstanding attention to detail** – Must have excellent attention to detail when analysing data and preparing / issuing reports for customers.

**An analytical mind** – Must have the ability to effectively analyse data and identify patterns / trends across situations that are not obviously related, and to identify key or underlying issues in complex situations.

**A strategic mind** – Must have the ability to think strategically, conceptually, imaginatively, systematically and opportunistically.

**Initiative** – Must be proactive and have the ability to initiative actions based on own interpretation or understanding of varying situations.

**Patience** - Governments and energy organizations can move very slow, very fast and everything in between. You will have to accommodate varying levels of commitment and timing and not push a situation that requires patience.

**Emotional Intelligence** - You need to feel the customers situation, problems, sense of urgency, energy.

**Resilience and Tenacity** – Successful candidates will be willing to work under pressure in a dynamic environment.

**Curiosity** - We are looking for someone who is a lifelong learner. We want someone who is naturally curious and passionate about learning.

**Excellent Communication** - Spoken and written communications skills are tremendously important in this role. You will need to be an excellent communicator to be successful in this role.

**Flexibility** - Comfort with change and working in a sometimes uncertain environment will be key.