

# Position Description

## Energy Market Analyst



<b>BUSINESS UNIT</b>	Sales / Solution Engineering
<b>REGION</b>	North America
<b>REPORTS TO</b>	Vice President, Solution Engineering, North America
<b>DIRECT REPORTS</b>	N/A

### About Energy Exemplar

Energy Exemplar is the global market leader in the technology of optimization-based energy market simulation. Our software suite, headlined by PLEXOS and Aurora, 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 North America Solution Engineering team, the 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 analyst will also assist Senior members of the team in managing implementation projects and building datasets.

The Energy Market Analyst will work closely with the Vice President, Solution Engineering and the Sales team to achieve common goals. Success will be measured based upon the successful completion of implementation projects and meeting technical requirements when performing sales. This role works in close collaboration with

a team of technical subject matter experts and software developers. The position is supported by strong training, coaching and mentoring and provides opportunity for professional growth and career advancement.

Successful candidates will be high energy, intelligent, outgoing, professional, driven and able to multi-task in a dynamic and often changing environment. Required will be humility, honesty, integrity, ability to work independently, and significant industry based technical knowledge.

## Key Accountabilities and Duties

<b>TECHNICAL SALES</b>	<ul style="list-style-type: none"> <li>Commercially apply advanced knowledge of PLEXOS AND AURORA for new client demonstrations.</li> <li>Identify the needs for PLEXOS AND AURORA within clients' organisations and promote the uses of PLEXOS AND AURORA.</li> <li>Travel as required to support company goals.</li> <li>Prepare proof of concepts and tender documents.</li> <li>Technically assist potential clients during the trial.</li> </ul>
<b>TECHNICAL SUPPORT</b>	<ul style="list-style-type: none"> <li>Provide training to existing and prospective customers using PLEXOS AND AURORA (advanced and customised).</li> <li>Research and assist in formulating white papers, webinars and demonstrations to market PLEXOS AND AURORA.</li> </ul>
<b>IMPLEMENTATION SUPPORT</b>	<ul style="list-style-type: none"> <li>Assist Project Managers in technical projects, including data input and modification, documentation and model tuning.</li> <li>Engage with clients to improve their modelling capabilities.</li> <li>Troubleshoot possible dataset issues and liaise with development team.</li> </ul>
<b>LEARNING AND DEVELOPMENT</b>	<ul style="list-style-type: none"> <li>Learn PLEXOS AND AURORA software to an Advanced level.</li> <li>Maintain a high level of energy / power market knowledge, news, trends and industry developments.</li> </ul>

## Required Knowledge, Skills and Experience

<b>KNOWLEDGE AND SKILLS</b>	
Foundational knowledge of power generation, transmission and utilities industry desired	<b>Essential</b>
Strong interpersonal presence and skills - demonstrated ability to build rapport	<b>Essential</b>
Proficient with corporate productivity and web presentation tools	<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>
Experience working with Salesforce.com or similar CRM	<b>Desirable</b>
Self-driven, results-orientated with a positive outlook and a focus on quality	<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>	
Bachelor's degree in Applied Mathematics, Engineering, Economics, Operations Research or similar degree – ideally with specialisation in Power Systems.	<b>Essential</b>
2 to 4 years of experience in the Energy industry with a strong understanding of energy economics and market fundamentals or Master's degree in a related field.	<b>Essential</b>
Knowledge of PLEXOS OR AURORA or other mathematically based optimisation tools	<b>Desirable</b>
Energy technology industry experience	<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 initiate 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.

## Key Stakeholder Relationships

This role works collaboratively with all Energy Exemplar staff, particularly:

- You will collaborate with the Sales team to present and demonstrate Energy Exemplar's products to key individuals from companies including but not limited to senior managers and executives.
- You will interact directly with potential clients and collaborate to build concept models, provide training and advise on modelling techniques.
- You will work closely with the product development teams to resolve technical issues and generate product development stories as a result of client cases. You will also provide assistance in QA testing new product releases.
- You will interact directly with the existing client base, providing answer to technical support questions relating to the product properties, settings and features. You will provide troubleshooting and general modelling advance and guidance to clients and ensure licenses are activated and re-activated in a timely and correct manner.
- You will assist Account Management with retention calls and visits with clients.