

## VP, PPA Origination

*Business Area: Origination*

*Reports To: Chief Operating Officer*

---

### Summary

Reporting to COO, the VP Origination will be responsible for leading the commercial power origination efforts for the US market across multiple technologies and hybrid projects. The position plays a key role in building and maintaining relationships in power markets, and across multiple categories of customers including public and private utilities, corporate buyers and government procuring entities. The VP of Origination must lead the sourcing, negotiation and structuring of contracts and other commercial deals. This role will have a unique opportunity to develop and execute novel offtake strategies across multiple technologies and geographies and with this position we are seeking a driven and creative leader to help build an industry-leading Origination function.

As a leader in the organization, the VP of Origination will help lead a team committed to delivering value for our portfolio of assets. This position does not currently supervise any direct reports, but energyRe anticipates growth potential in the future as the company continues its current aggressive growth trajectory.

### Key Job Responsibilities

- Delivering revenue and margin goals for off-take agreements from operating and development portfolio
- Negotiation of power contracts with counterparties in collaboration with stakeholders from functions across the organization (Corporate Strategy, Business Development, Finance, Operations)
- Develop and execute creative deal structures across a range of product offerings. These include conventional power purchase agreements for renewable energy, capacity and/or environmental attributes; storage product offerings including super-peak energy products, firming, and shaping structures, and/or clean capacity offerings; and novel combinations of operational and development assets and of multiple technologies
- Establishing strategic partnerships with other forms of complementary generation to offer bundled offtake arrangements
- Establish relationships with procurement, trading and origination desks at public and private utilities, Munis, coops, C&I off-takers (corporates), and marketers
- Drive power marketing “ideas” to definitive deliverables (financial models, term sheets, contracts) and timetables for execution
- Provide deal structure recommendations to minimize collateral requirements and support negotiation of financing arrangements
- RFP & Proposal Development - Identify RFP opportunities and originate bilateral PPA targets outside formal RFP processes
- Act as a collaborative, collegial and engaged team member of FirstLight
- Possess a passion for delivering innovative solutions to the challenge of moving the world to a clean energy future as fast as possible

### Required Education

- Master’s degree

### Required Experience

- 8 + years of experience in power origination and management roles.
- Specific experience originating, pricing, structuring, and analyzing physical and financial PPAs across multiple power markets, customers, and deal structure types.
- Knowledge of and experience in over-the-counter forward markets, physical markets, and/or future markets.

- Experience working in CAISO, ERCOT, PJM, MISO, SPP, NYISO, ISO-NE, IESO (Ontario) and bilateral markets is preferred.

### Other Skills

- Possess deep power markets expertise; experience successfully executing renewable energy and energy storage off-take agreements and PPAs
- Strong commercial skills and proven “hunter” that identifies and closes deals.
- Knowledge and contacts across market segments including IOSs, Coops, Munis, Public Power, Government, Corporate and growing Commercial and Industrial segments (including Data Centers) is highly preferable.
- Understanding of concepts including basis risk, power markets, hedging, losses, and congestion
- Ability to build strong customer relationships across organization levels
- Capable leader who can effectively manage others to high performance
- Resourceful and comfortable operating in an entrepreneurial environment

### Physical Requirements

The VP, PPA Origination may be required to endure the following physical activities, environmental conditions, and physical demands:

- Moving self in different positions to accomplish tasks in various environments including tight and confined spaces,
- Remaining in a stationary position, often standing, or sitting for prolonged periods,
- Moving about to accomplish tasks or moving from one worksite to another,
- Adjusting or moving objects up to 20 pounds in all directions,
- Communicating with others to exchange information,
- Repeating motions that may include the wrists, hands and/or fingers, and
- Assessing the accuracy, neatness and thoroughness of the work assigned.

### Organizational Relationships

Titles of positions reporting directly to this position: None

Number of employees supervised: A. Directly: 0      B. Through subordinates: 0

#### Essential Functions Statements:

energyRe has reviewed this job description to ensure that essential functions are included with the duties and responsibilities. To perform this job successfully, an individual must be able to perform the essential duties satisfactorily. Reasonable accommodations may be made to enable qualified individuals with disabilities to perform the essential functions.

Employees shall comply with the policies and procedures and are accountable to each other to ensure every task is done safely and with consideration for our environment with the objective of continually improving our processes and procedures.

**REVIEW AND APPROVAL:** This job description is intended to provide guidelines for job expectations and the employee's ability to perform the position described. It is not intended to be construed as an exhaustive list of all functions, responsibilities, skills, and abilities. Additional functions and requirements may be assigned by supervisors as deemed appropriate. This document does not represent a contract of employment, and the agency reserves the right to change this job description and/or assign tasks for the employee to perform, as the company may deem appropriate.

---

### For Human Resources Use Only

Approved By:

Date Approved:

*Equal Opportunity Employer*

energyRe • 1300 Post Oak Blvd, Suite 1000 • Houston, Texas 77056