



⚡ Power for Good

Senior Manager, Structured Contracts

Who We Are

Clean Power Alliance (CPA) is Southern California's locally operated non-profit default electricity provider for 32 communities within Los Angeles and Ventura counties and the 5th largest electricity company in the State of California. We provide clean renewable energy at competitive rates to over three million residents and businesses through approximately one million customer accounts.

What You'll Do

The Power Supply team performs various functions related to the development and management of CPA's energy supply portfolio. With an annual load of approximately 11,000 GWh, CPA engages in the procurement of renewable, carbon free, and conventional energy and Resource Adequacy products to contribute towards CPA's target portfolio mix, comply with CPA's hedging strategies, achieve regulatory and legislative targets, and maximize benefits for CPA's customers.

CPA is seeking a motivated and detail-oriented energy professional to manage CPA's long-term procurement activities (contracts with terms over 10 years), including overseeing CPA's portfolio of long-term power supply resources, which includes over 2,000 MW of renewable and storage contracts. The Senior Manager, Structured Contracts will be responsible for the procurement of energy resources and will support all aspects of the deal-making process, including the solicitation process, due diligence, negotiations, and contract management.

This position is also responsible for managing up to two cross-functional project managers, who support contract origination and management of other various activities within the Power Supply department, as needed.

Who You'll Work With

The Senior Manager, Structured Contracts will report directly to the Vice President, Power Supply, and will work closely with the Power Supply team, in-house and outside counsel, CPA's third-party scheduling coordinator, internal functional teams, and CPA's executive leadership to support procurement activities.

Commitment to Diversity

At CPA, we value diversity and are committed to creating an inclusive environment for all

employees. We represent a diverse customer base and intend to hire employees that reflect our communities. Clean Power Alliance provides equal employment opportunities to all applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

Culture

CPA fosters a culture of open communication, responsibility, and intellectual curiosity. As a small team that has quickly built the largest Community Choice Aggregation program in the country, high levels of trust, collaboration, and mission alignment are key factors in success. We value fact-based creativity in our work, accountability with our stakeholders, and promote ethical engagement and diversity with our brand.

Successful Candidates Must Demonstrate the Following Abilities:

- Demonstrate good judgement and integrity and serve as liaison with a variety of CPA's external stakeholders.
- Passion for managing and coaching a team of high-performing staff.
- High attention to detail with strong organizational skills.
- Ability to manage multiple priorities to meet deadlines and escalate key issues.
- Work accurately and swiftly under pressure.
- High tolerance for uncertainty but know how to bring things to resolution.
- Strong work ethic befitting a start-up environment.

Duties and Responsibilities

- **Procurement of Long-Term Power Purchase Agreements** - Lead procurement solicitations for long-term renewable and clean energy contracts, including management of consultants and vendors, development of solicitation materials and requested products, oversight of Requests For Offer (RFO) administration and external communications, and review and selection of offers.
- **Contract negotiations and counterparty liaison** - Serve as lead negotiator for complex contracts that contribute to CPA's Renewables Portfolio Standard (RPS), energy storage, and other environmental and community goals. Handle transaction execution including leading internal and external due diligence teams and negotiation of transaction terms and documents. Manage a team of outside counsel to support contract negotiations.
- **Resource Onboarding** - With support from project management staff, manage relationships with established counterparties through project development, project on-boarding, amendments, consents, and on-going contract management. Serve as the management point of contact for long-term energy contracts.

- **Contract Management** - Evaluate and manage contract requirements, review payments, and manage disputes. Work closely with CPA's internal procurement team members and portfolio management consultant to ensure implementation and proper management of each contract, including coordination with CPA's scheduling coordinator, front, mid and back-office functions. Respond to regulatory filings and data requests as needed.
- **Management and Board reporting** – Prepare, deliver, and present reports and presentations to management and CPA's Board of Directors and Board Committees.
- **People Management** - Manage up to two direct reports within Power Supply's team.
- **Other Duties as Assigned.**

Qualifications

- Candidates must have a bachelor's degree.
- Seven (7) or more years of experience in functions related to contract origination, contract negotiation, contract management, and/or project management.
- Demonstrated experience with long-term renewable and storage power purchase agreements (PPAs).
- Demonstrated experience in CAISO and North American electricity markets.
- Experience leading cross-functional project teams.
- Successful track record managing, supporting, and developing professional staff.
- Experience developing strategies for complex and competitive situations involving multiple variables.
- Experience interacting with state, local, and federal regulatory agencies.
- Ability to sit at a desk and work on a computer for prolonged periods.
- Currently, this position is temporarily remote; however, when the office reopens in January 2022, this position is expected to report to our downtown Los Angeles office 2- 3 days per week. (The actual days of the week to be worked in the office will be determined by CPA, not by the candidate.)

Required Skills

- Energy experience and understanding of how California energy markets operate. CCA experience is a plus.
- Excellent organizational, interpersonal, and analytical skills with a high attention to detail.
- Communicate effectively, orally, and in writing and the ability to translate complex technical information into non-technical language.
- Work well with diverse teams and consultants and is highly collaborative.

- Proficient with Microsoft Office Suite (including Excel and PowerPoint) and data visualization tools, or related software.
- Experience with data analysis tools such as R, Python and SAS is a plus.

Salary and Benefits

The salary range for this position is \$147,920 - \$214,700, with exact compensation to be determined by Clean Power Alliance, dependent on experience. Benefits include health care, a 401(k)-like match program, paid vacation, and sick leave. This is not a civil service position; however, all CPA employees are required to submit a Statement of Economic Interests form, also known as the Form 700.

How to Apply

Candidates should apply at

https://recruiting.myapps.paychex.com/appone/MainInfoReq.asp?R_ID=4018403.

The start date for the position is as soon as possible and will remain open until filled.