



PEREGRINE ENERGY

Position:

Associate / Manager – Origination & Power Marketing

Description:

As an Origination Associate, you will assist in leading the commercialization, sales, and marketing efforts on Peregrine's North American development sites by originating, negotiating, and finalizing energy, REC, capacity, ancillaries, resource adequacy, energy storage agreement/toll offtake agreements, or structured financial products. The Origination Manager will also support the Business Development / M&A activity by screening new development or operating project acquisitions.

Essential Responsibilities:

Power Marketing & Support for Structured Offtake:

- Identify new origination prospects, propose outreach strategy and key customer messaging for all products and technologies under development for assigned projects/regions.
- Develop target customer profiles for both wholesale utility and commercial C&I counterparties, while defining the value proposition in consultation with Market Analytics teams, per asset for offtakers.
- Work closely with Business Development/M&A and Project Development teams to evaluate market opportunities and provide pricing guidance based on customer goals and priorities in alignment with project model underwriting assumptions.
- Assist in executing and negotiating long-term structured transactions with wholesale and commercial offtake to support the financing and build-out of new renewable energy and storage projects.
- Establish and maintain relationships with existing and new customers in the IOU, Muni, Co-op, competitive retail supplier, and commodity / financial trading market segments.

Assist in overseeing the internal support teams through all aspects of the complex sales process to closing:

- Evaluate Requests for Proposals (RFPs) and provide strategic oversight to bid preparation process.
- Advise internal teams on RFP participation, lead the negotiation and structuring of revenue contracts, whether physical or financial, and develop power marketing thesis for development pipeline expansion.
- Develop offtake outreach plans and strategic positioning within the market, including ITC and PTC strategy and associating bid behavior/commercial operations considerations, opportunities to scale and leverage existing asset base, analysis of ISO/RTO and state market dynamics, financing availability, etc.
- Conduct research into customers' businesses and energy procurement activities, including stated goals, targets, or Integrated Resource Plan (IRP) obligations, and develop initial ideas for Peregrine offerings.
- Maintain customer and activity records in CRM system.

Assist in contributing to market strategy outlook and customer market analysis:

- Participate in energy working groups, professional organizations, trade shows & conferences.
- Track and report on policy and regulatory developments that will impact market strategy and customer opportunities, at the federal, state, and local level, leveraging Peregrine's internal and external subject matter experts.
- Anticipate major procurement events and industry news, including RFPs and IRPs, and C&I procurements, keeping the team informed as well as synthesizing content and suggesting potential offerings.



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- Provide offtake analysis on new project acquisition opportunities (both M&A and greenfield) based on customer demand and value proposition, and assist Business Development / M&A activity with sourcing and screening project opportunities.

Required Skills/Experience

At least 1-2 years of experience in structured origination, business development, commercial asset management, trading, optimization, or project development experience in the energy industry. Project management skills and some experience with wholesale and commercial power, storage, REC/environmental products, and natural gas revenue contracts is essential.

Bachelor's in Finance, Engineering, Economics or a similar field. CRM Experience, account management, client-facing experience, and network of industry contacts in wholesale and commercial customer bases is also highly desired.

Succeeding in this role will require:

- Self-motivation and a strong work ethic to win within a highly entrepreneurial, high-growth organization
- Outstanding communication and client-facing skills, high attention to detail, and organized in approach with sound judgement
- A point-of-view on various power markets in the US and Canada, knowledge of varying market structures and commercial operations considerations, willingness to research and continuously learn about ever-evolving markets and resource use-cases
- Strong combination of strategic and tactical qualitative and quantitative (economic and financial modeling) skills
- Willingness to travel within the US and Canada

Salary: Salary Range is \$90k - \$140k

Bonus: This position may be eligible to receive an annual cash incentive bonus capped at a % of your base salary and on your performance review.

Benefits: Current benefits include healthcare, dental and vision plans, 401(k)- retirement plan, group life and disability insurance.

Company Description:

Peregrine Energy Solutions is an integrated and multi-technology clean energy platform with a focus on utility scale energy storage that was established in 2022 through a partnership between Peregrine Energy Management and a global alternative investment manager with approximately \$20 billion of assets. Peregrine Energy Solutions is a limited liability company formed in Delaware and headquartered in Boulder, Colorado.

To apply, please email your resume to hiring@peregrineenergysolutions.com