



PEREGRINE ENERGY

Position:

Director / Senior Director – Origination & Power Marketing

Description:

As an Origination Manager / Director, you will lead the commercialization efforts on Peregrine's North American development sites by originating, structuring, negotiating, and finalizing energy, REC, capacity, ancillaries, resource adequacy, energy storage agreement/toll offtake agreements, or structured financial products. This includes growing Peregrine's customer base in all North American markets. The role will also support the origination and acquisition of new development or operating projects, along with the Valuation team.

Essential Responsibilities:

Power Marketing for Structured Offtake:

- Originating, negotiating, and executing new power purchase and energy storage agreements (PPAs / ESAs), structured solutions, financial products (hedges/collars/puts, etc.) and capacity/RA/AS offtake agreements for the North American development sites, and supporting origination for the company's operating assets.
- Develop and maintain relationships with North American wholesale IOU/BA/Muni/CoOp and C&I customers, offtakers and financial institutions.
- Lead the identification of, and response to, utility, C&I, and other potential offtaker RFPs that are relevant to the development sites.
- Provide recommendations for strategic decisions and plans relating to responses to RFPs and other commercial agreements, and overseeing RFP responses.
- Identify and execute bi-lateral contracts for allocated projects. Seek opportunities and deal structures that allow for bilateral transactions with wholesale, commercial, and enabling / financial customers, and originate bi-lateral contracting opportunities.
- Commercialization of the development sites, supporting committed capital targets, and providing insight into customer market intelligence (Voice of Customer intelligence) in CRM and internal PowerBI dashboards, to advance company's strategy.
- Responsible for furthering cross-functional expertise for forecasting, regulatory, analytical or any other corporate process that could leverage customer market information.

Structuring & Sourcing Generation Offtake:

- Source renewable generation supply to support structured solutions. Ensure product pricing properly accounts for credit and commodity risk.
- Lead the execution of structured solutions products, and the strategic decision making relating to structured commodity products and collateral, along with consultation with Market Analytics pricing team.
- Oversee the preparation of proposals and presentation materials to internal leadership and external counterparties.
- Work with Market Analytics to create new product solution offerings to meet customer/counterparty needs, while ensuring structured product pricing properly accounts for credit and commodity/market risks.
- Maintain key external relationships with traders at financial institutions to aid in acquiring alternative offtake structures, or commercializing PES structured solutions.



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Acquisition Deal Origination:

- Per the enterprise business development / growth plan, lead cross-functional commercial teams in the identification, screening, and evaluation of the acquisition of new development projects and operating assets in conjunction with Finance/Valuation team.
- Coordinate regulatory processes and valuation of assets and products with M&A/Valuation.
- Actively participating, engaging and coordinating with the rest of the Markets, Finance, and Management teams.
- Managing project budgets related to the review of new project acquisitions.

Required Skills/Experience

At least 3-4 years of structured origination, business development, trading, commercial optimization, and/or commercial execution experience in the energy industry. Project management skills and experience with Wholesale and C&I power, storage, and natural gas markets is highly desirable.

Bachelor's in Finance, Engineering, Mathematics, Economics or a similar field. MBA or graduate degree in Business, Finance, Economics or a technical field is preferred.

CRM Experience, Experience in origination or energy marketing, and building and utilizing econometric and financial models.

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
- Experience with energy and/or storage in North America
- 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 \$150k - \$220k

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 hire@peregrineenergysolutions.com