

**Manager, Energy Solutions  
Internal / External  
Management Professional  
Permanent  
ENMAX Energy Corporation  
Reference: 624829  
Posted: April 13, 2010  
Closing Date: April 27, 2010**

**PEOPLE.** That's the power behind ENMAX Corporation. As Alberta's leading energy and utility provider, our employees are driving us into the future with innovative ideas, a collective spirit to excel, and a commitment to upholding the highest level of integrity in all we do. Exploring new technologies, implementing shared values and creating solutions for a more sustainable future are some of the ways ENMAX is making a difference.

**We know where we're going, want to come?**

A unique opportunity to help design, plan and develop programs that will increase the use of renewable energy sources in Alberta.

This role is an integral part of building strong, interdependent business relationships with our Alberta-based, strategic, commercial and industrial customers. Delivering customized energy solutions aimed at helping our strategic customers manage their energy and environmental requirements, while increasing revenue generation for ENMAX. These customized energy solutions will provide added value to our customers in the areas of retail energy services, long-term commodity deals, energy management solutions, utility data management & reporting and generation asset based projects.

**Is this challenge for you? Imagine the possibilities.**

**Major Responsibilities:**

- Utility Data Management & Reporting - develop and manage process for benchmarking, analysis and monitoring data for customer reporting and budgeting processes
- Develop an in-depth understanding of the energy and environmental requirements of key IC&I (Institutional, Commercial & Industrial) customers, assisting them with budget forecasting and tracking of utility expenditures
- Energy Procurement - optimize commercial contracts for energy consumption efficiency initiatives
- Energy Management - work with strategic accounts to design energy management programs
- Co-develop, monitor, and maintain an energy management and emission reporting system to address specific customer requirements
- Evaluate and coordinate energy related solutions through energy audits, conceptual design, optimizing facility management, and general utility data management reporting initiatives
- Prepare scope of work, cost estimates and engineering economic studies for proposed energy projects
- Energy Supply / Generation - investigate and support due diligence for alternate supply projects
- Provide analysis, recommendations, and advisory service to strategic customers on energy generation and/or environmental solutions
- Support the Sales team to reach targets for Electricity, Natural Gas, Energy Solutions, Greenmax and additional ENMAX Energy products and services.
- Work with Marketing to create and present additional energy solutions based on new products, services, advertising and/or pricing.
- Gather and communicate competitive intelligence.

**Education Required:**

- A minimum of eight years of experience developing customer, energy-related solutions, and at least one of the following credentials:
  - An undergraduate degree (in Finance, Business, or Engineering).
  - Certified Engineering Technologist (C.E.T); and/or Certified Energy Manager (C.E.M) license
  - Project Management – PMI designation

**Qualifications & Experience:**

- Ability to grow an emerging business from concept to execution/delivery is required
- Background and/or experience working in business to business account development gas/electricity deregulation and/or the Energy Management Industry is an asset
- Previous experience working and developing customer-related energy management programs and energy savings initiatives is an asset

- Background in facility operations, life-cycle costing, and economic/financial analysis is advantageous.
- Background of HVAC systems, mechanical / electrical design, and detailed energy auditing is advantageous
- Demonstrated problem solving, research, and analytical skills are fundamental to your success in this position
- Strategic thinking and organizational skills are required to work in this demanding environment
- Strong communication, interpersonal and negotiating skills are required to ensure opportunities are developed on a timely basis
- Prepare and present technical proposals to various organizational levels for both internal and external customers communicating technical information to non-technical audiences
- Flexibility and the ability to work with minimal guidance, along with working in a team environment is a definite asset
- Stays current on the latest available technologies for client-focused industries
- Knowledge of Microsoft Office (Word, Excel, PowerPoint, Access, Outlook, and Microsoft Project) and general PC skills.

**Personal Qualities:**

- Enjoy working with all types of people (i.e. politicians, executives, officials, managers) and finding win-win solutions
- High degree of patience with the ability to work through sometimes lengthy, approval processes
- Action-oriented, who knows when a deal is ready to be made
- Commits to a high level of detail and organization
- Enjoys staying current on renewable energy technologies
- Has demonstrated a knack for strategic thinking
- Is personable, and able to build credibility and relationships quickly

**Did we mention the ENMAX Advantage?**

We offer competitive compensation including market leading time off provisions, a comprehensive flexible benefits program, non-downtown location that includes great building amenities such as free onsite fitness facility with programming geared to employees needs, onsite child care centre (offered from our ENMAX Place location 141 – 50 Ave. SE), free parking and much more. If you share our values and would like to make a difference with your career, join the team and see where the ENMAX possibilities can take you.

**Location:** 141 - 50th Avenue SE, Calgary, AB T2G 4S7

**Note:**

- Applications are welcomed for everyone, including women, Aboriginal peoples, persons with disabilities, and members of visible minorities
- Successful applicants must provide proof of qualifications.
- This position requires the successful completion of a criminal background check. Two pieces of valid Government issued ID will be required.

Please visit our website [www.enmax.com/careers/](http://www.enmax.com/careers/) to apply for this position.