



WISCONSIN ENERGY CONSERVATION CORPORATION
Job Description

Title: Energy Finance & Development Director
 Department: Strategic Planning, Research and Development
 Status: Exempt

I. POSITION MISSION

Under **general direction**, the Energy Finance & Development Director will be responsible for creating strategies that will lead to increased energy efficiency through development of innovative financing and additional revenue streams within the efficiency, capacity, and carbon markets. Working with the energy efficiency and Energy Finance Solutions (EFS) teams within WECC, the Energy Finance & Development Director will guide development and testing of new financing models that leverage WECC’s expertise in program administration, financing, and implementation as well as secure partners to augment WECC’s capacity.

II. PRIMARY RESPONSIBILITIES

	Percent Time
1) Lead market, program and product research. <ul style="list-style-type: none"> • Actively participate in local, regional and national discussions regarding financing models to understand these developing markets and represent WECC’s interests in that development, including Energy Efficiency Mortgages (EEMS), Property Assessment Clean Energy (PACE) Financing, Clean Energy Assessment Districts (CEAD), on-bill financing, Pay-as-You-Save (PAYS) and Energy Services Contracts (ESCO). • Provide technical assistance on financing related issues to all WECC programs. 	30%
2) Grow existing EFS business <ul style="list-style-type: none"> • Identify business development opportunities to leverage the expertise and capability of EFS, expanding current market penetration, and respond to competitive RFP/RFQ for new business. • Understand opportunities and develop delivery partners to enhance EFS. • Understand and respond to competition to EFS. 	30%
3) Develop strategies that will lead to increased energy efficiency through innovative financing, and offer additional revenue streams within the efficiency, capacity, and carbon markets. <ul style="list-style-type: none"> • Identify opportunities to test alternative financial product and program concepts, including aggregating and leveraging the monetary value associated with energy efficiency and carbon credits. • Perform market sizing analysis, develop business cases, and lead execution of those strategies to enhance and expand WECC’s endeavors related to financing services in support of energy efficiency, capacity, and carbon markets. • Foster partnerships and alliances to test new concepts. • Manage WECC’s response to competitive RFQ/ RFP, grant, and research opportunities to fund large and small scale demonstration/ pilot projects. • Work with the energy efficiency program and EFS teams to execute strategies through the development and testing of new financing models that leverage 	40%

WECC's expertise in program administration, financing, and implementation.	
--	--

III. SECONDARY RESPONSIBILITIES

Frequency

1. Represent WECC's program interests at regional and national conferences and consistently present at those conferences (including the submission of professional papers).	Ongoing
2. Facilitate the dissemination of information within WECC geared toward the dissemination of the latest "thinking" on financing programs.	Ongoing

IV. SUPERVISORY RESPONSIBILITIES

No direct supervisory responsibilities but expected to lead cross-functional teams and closely collaborate with program operations and EFS staff.

V. REQUIRED QUALIFICATIONS

The individual must possess these skills and abilities, or explain and demonstrate that s/he can perform the essential functions, with or without reasonable accommodation, using some combination of skills and abilities.

Education	Bachelor's Degree in finance or related field of study required. Graduate degree in finance, business, economics, marketing, engineering, energy analysis, public policy, or related field of study preferred.
Required Skills & Experience	<ul style="list-style-type: none"> • At least 7 years experience in the financial services industry with experience in credit analysis, secondary credit markets, and lending • Familiarity with current status of financing to promote energy efficiency and the developing green commodity capacity and carbon trading markets • Superior knowledge of analytical techniques related to financing and credit analysis • Demonstrated success in business development and contract negotiation. • Excellent verbal, presentation, and written communication skills • Strong interpersonal skills, including team building and persuasive communications • Strong organizational skills including project management • Proficiency in the use of MS Office applications
Desirable Skills & Experience	<ul style="list-style-type: none"> • Strong leadership presence.
Personal Suitability	<ul style="list-style-type: none"> • Demonstrate high levels of accuracy and attention to detail. • Demonstrate track record of being a self-starter. • Energetic and outgoing. • Demonstrate ability to perform well in fast-paced environments.
Occupational Certification	N/A

VI. FISCAL RESPONSIBILITY

N/A.

VII. EXTENT OF PUBLIC CONTACT

The Director will have daily contact both in person and via telephone, with industry players, including financial institutions, state energy offices, federal agencies, as well as WECC staff. Nature of contact ranges from information gathering to promoting development of program concepts, to persuading/ negotiating participation or position, to assisting in the implementation of strategies.

VIII. PHYSICAL DEMANDS

The ability to sit or stand at a desk for extended periods, use a computer and telephone, and use verbal and listening skills in a court of law and various public forums, is essential.

IX. WORKING CONDITIONS AND ENVIRONMENT

Equipment Used: Computer, fax machine, telephone, copier
Travel Status: Occasional
Car Required: No, but preferred
Normal Work Hours: Monday through Friday, 8:00 AM- 5:00 PM and occasional evening/ weekend hours

Excessive noise? No
Working around moving machinery? No
Marked changes in temperature/ humidity? No
Exposed to dust, fumes, gases, radiation, microwave? No
Drives motorized equipment? No
Works in confined quarters? No

Reports To: Director of Strategic Planning, Research, and Development