



Position: Energy Storage Origination & Revenue Analyst

Summary: A rapidly-growing renewable energy company with over 135MW of renewable generation assets, Greenleaf Power is focused on developing, owning, and operating an energy storage platform at existing generation and greenfield sites. Greenleaf has a financial relationship with Denham Capital, a global energy and commodities private equity firm with over \$8.4 billion of assets under management.

Greenleaf Power is seeking an experienced Energy Storage Origination & Revenue Analyst to join our team. While Greenleaf Power's corporate office is in Sacramento, CA, this is a remote position.

In this role, the Energy Storage Origination & Revenue Analyst will further the development of stand-alone and hybrid energy storage projects by evaluating new and existing projects to determine revenue opportunities, create project and platform proforma, and optimize project sizing. The ideal candidate will have energy industry and wholesale markets experience, strong knowledge of renewable energy economics, and the desire to learn quickly in a fast-paced work environment. This position will lead efforts to originate, structure, and negotiate utility-scale energy storage offtake contracts, and analyze revenue from merchant energy and ancillary services products using established financial model and business analytics tools. This high-visibility position will work closely with all major functional leaders of the Company and Greenleaf Power's equity sponsors. These are not cookie-cutter projects and creative, bold thinkers are encouraged to apply.

Job Duties: The qualified candidate must demonstrate an understanding of electricity markets, origination, and revenue stacking to benefit project economics. The candidate must have familiarity with the various RTO/ISO trading opportunities, such as DA/RT arbitrage, Ancillary Services, Capacity and Resource Adequacy markets, and Energy Imbalance/congestion pricing. The person in this position will initiate offtake analysis on new project opportunities (both M&A and greenfield) and exhibit continual growth of knowledge in evolving power markets. This high-visibility position will engage with all major functional leaders of the Company.

Duties will include but are not limited to:

- Develop power marketing thesis for development strategy and project pipeline expansion, including merchant strategies, bilateral contracted revenue, dual participation energy storage, and opportunities to scale and leverage existing asset base



- Prepare long-duration revenue forecasts and project pro forma using existing financial modeling tools and business analytics software
- Research and report on utilities' and offtakers' business and energy procurement activities, including stated goals, legislative and regulatory pressures, Integrated Resource Plan (IRP) obligations, and grid volatility and generation dynamics to develop strategy ideas
- Apply detailed analysis of RTO and state market dynamics, CAPEX/OPEX, and holding costs to evaluate projects for investment decisions
- Conduct analyses of project financing and tax incentive options
- Seek opportunities and deal structures that allow for bilateral transactions with customers
- Support pricing exercises to advance RFP responses and the negotiation and structuring of revenue contracts and project-level financing
- Other duties as assigned

Job Requirements:

- Demonstrated understanding of wholesale electricity markets in multiple RTO/ISOs
- Strong analytical and finance skills
- Advanced skills in MS Office suite with an emphasis on Excel and demonstrated ability to quickly master business analytics tools
- Able to effectively manage ambitious schedules on multiple projects in multiple markets simultaneously, to meet communicated deadlines
- Ability to work independently and as part of an agile team, and be open to taking on new tasks as the portfolio grows in size/complexity
- Willing to accommodate a moderate amount of travel such as conferences and other industry deal-making events annually, and ad-hoc as needed to support project revenue transactions, management meetings
- Excellent communication skills with the ability to multi-task, prioritize multiple time-sensitive projects, be organized and analytical, and use creativity and independent judgment to solve problems based on principles, experience, and constructive thinking
- Demonstrated capability to build a strategic network among contacts at utilities, co-ops, Munis, CCA's, and energy-intensive industrials

Education/ Experience

- Minimum 3 years of direct experience with analyzing utility-scale energy project revenue and returns, preferably with at least 1 year experience in the structuring and execution of power sale agreements
- Energy Storage System experience strongly preferred but open to a candidate with renewables revenue analysis experience and a keen aptitude to learn ESS
- A Bachelor's degree, preferably in finance, business administration, economics or engineering



Compensation:

Greenleaf Power offers a competitive compensation package including medical, dental, vision, 401(k) with Company match, annual bonus as well as other fringe benefits.

Other:

The position will report to the Vice President of Development

Contact:

Qualified and interested candidates should send a resume and cover letter to jobs@greenleaf-power.com.

