



Rockwood Energy Search LLC

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Originator/Marketer-Europe Job 1499ws Summary

The Opportunity:

With much of the US energy trading community moving cautiously into 2010, there are few startups with significant financial resources, however, we are working with one such firm overseas.

This position, based in Europe, is a great opportunity to use one's commercial and language skills to capture value for the firm and enjoy the financial rewards in an entrepreneurial culture.

Client is seeking originators from the US with cultural/language backgrounds that will transfer easily to **central and southern** European markets.

The employer is a startup energy trading firm, part of an international trading firm, and is headed by knowledgeable manager experienced in both US and European power and natural gas markets.

The Position: Originator/Marketer

At this stage in the development of the new firm, the platform is in place, and the focus has shifted to generating new transactions. The firm is looking for high-energy individuals who enjoy the hunt, and have shown that they have done new business development in a comparable type of firm.

The focus is not so much on candidates with existing clients that would move, since we're looking for people from the US who know how to sell. The target clients are reasonably visible, so the issue is sorting through the potential counterparties, identifying those who seem most likely to transact and closing the deal.

There is, however, a long-term component to the new relationships, so there will be occasions where one must demonstrate the patience and diplomacy required.

Additionally, the principals in the firm have worked in the European markets for a while and have a good sense of the difficulties and opportunities in business development. They have acknowledged the need for key client cultivation over a period of time.

The products would cover the entire spectrum: natural gas, power, carbon, emissions, etc. The firm is offering/creating structured deals which include tolling deals, gas storage/transportation deals, power basis deals, etc.

Languages:

Firm is seeking people who can help extend its reach into central and southern European markets, so the language skills desired that would enable one to deal effectively in one or more of these countries are:

Germany,
Italy,
Turkey,
Poland,
The Czech Republic,
Hungary,
Romania,
Russia,
Greece.

While English is a common language in trading, relationships with counterparties are better cultivated in native languages.

Executive Search Contact

Send resume to resumes@rockwoodsearch.com citing the job number.

February 19, 2010