



**Rockwood Energy Search LLC**

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## **Senior Structured Products Trader-Europe Job 1503ws Summary**

### **The Opportunity:**

With much of the US energy trading community moving cautiously into 2010, there are few startups with significant financial resources. But overseas it's a different story..

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 traders 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: Senior Structured Products Trader**

Since the firm is doing a variety of cross-commodity deals, the best candidates will have power and gas trading experience, however those with mainly power or mainly natural gas deals in their backgrounds will be considered.

The list of possible structured deals will include tolling deals, gas storage/transportation deals, power basis deals, etc. The highest margins are to be found in German and central European markets, so candidates must be able to evaluate the liquidity and other risks associated with potential deals.

Specific experience in dealing with hard-to-hedge situations is expected.

Underlying the candidates' experience in US structured deals will be sound analytical skills plus an extremely good grasp of optionality and how to monetize that optionality.

### **Languages:**

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

Germany,  
Italy,

Turkey,  
Poland,  
The Czech Republic,  
Hungary,  
Romania,  
Bulgaria,  
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](mailto:resumes@rockwoodsearch.com) citing the job number.

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