



**Rockwood Energy Search LLC**

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**Commercial & Industrial-Account Manager/Consultant  
Recruiting Summary-Job 1552ws**

**The Opportunity**

The commercial and industrial sector of the energy business (“retail”) continues to thrive as power and natural gas prices remain low. In addition, states like Pennsylvania have de-regulated and end users have more choices about where to buy energy.

Our client, a major force in the retail energy business, is growing its consulting division, where end users are provided an advisory service. End user energy usage is analyzed thoroughly, a purchasing strategy is developed and competitive bidding strategies are created.

Because this is a newer venture for this firm and because the firm already has in place strong energy analytical capabilities, the career growth can be substantial. One can pursue a career in this division or move to other divisions as appropriate.

There are various levels of end user sophistication, so candidates of different backgrounds can be slotted in at the right level for career development.

This is a great opportunity to build relationships with important clients, be looked to as a subject matter expert and communicate the complex topics to help achieve client satisfaction.

This is NOT a sales position with highly levered earnings. This is a consulting role where the compensation consists of a competitive base salary, an annual bonus and excellent benefits.

The position should be attractive to quantitative analysts, fundamental analysts, risk analysts, economic analysts who are seeking a more commercial role. It’s also attractive to those who wish to move to more of a marketing role, but are not ready for a full sales role.

**The Position**

There are several jobs available in the northeast, one in Boston, the other in the New York area. One must work in the office full-time. There is no possibility of home-based work. There will be regional travel to clients.

As an Account Manager, you will be responsible for helping customers navigate the complex energy commodity markets and buy energy more cost-effectively. You will educate clients on energy market conditions, assess risk parameters, develop purchasing strategies, manage competitive bidding and work with a team of analysts to provide on-going reporting for clients.

The consultant will serve as a trusted adviser to the clients through this process, enabling them to better mitigate risk and save money. One will successfully analyze complex information, execute a concise executive summary that will highlight the important take away points, and present this information to customers, including senior level executives.

Quantitatively you will be in constant contact with forward energy markets, broader economic issues, weather and other cost drivers. While a background in the energy industry is not required, a basic understanding of the energy industry is very important.

**Qualifications:**

*Knowledge and Experience*

The position requires a bachelors degree and 3+ years experience in some role that connects to the energy world. A successful applicant will know the basics about the energy business. Ideally, the candidate will have worked in a energy-related job in a company that uses energy, or a firm that sells or trades energy products.

*Core Competences*

- Excellent analytical skills
- Result-oriented
- Client-focused
- Ability to multi-task and handle a variety of priorities
- Strong organizational skills
- Strong relationship building skills internally and externally
- Able to relate to all levels within a client company
- Outstanding communication, presentation and interpersonal skills

**Executive Search Contact:**

Send resume to [resumes@rockwoodsearch.com](mailto:resumes@rockwoodsearch.com) citing the job number.

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