

UTILITY MARKETING SUPERVISOR

PURPOSE AND NATURE OF WORK

Position is responsible for developing, negotiating and administering wholesale and large retail agreements for sale of electric, water and waste water utility services as well as agreements for electric interconnection, transmission, and interchange, which require an advanced knowledge of operations, engineering and finance of electric, water and waste water utilities. Incumbent also designs and manages construction of line extensions, structures and lighting projects. Incumbent reports to the Engineering, Power, & Communication Manager, and has supervisory responsibilities for a small professional and technical staff.

ILLUSTRATIVE EXAMPLES OF WORK (Note: These examples are intended only to illustrate the various types of work performed by incumbents in this class. All of the duties performed by any one incumbent may not be listed, nor does any incumbent necessarily perform all of these duties.)

Is LUS' principal representative in the negotiation of most new wholesale electric, water and wastewater agreements, electric transmission agreements, electric distribution agreements, as well as electric interchange agreements and fuel purchase agreements. Performs all related analyses necessary to establish economics and limits to negotiations, such as develops and analyzes computer models of electric generation, purchased power and transmission costs. Develops wholesale electric rates. Responds to Requests for Proposals from potential wholesale customers. Participates in the evaluation of power supply proposals.

Meets with established customers, works toward customer retention by preparing alternative rates in exchange for long term commitment to utility use. Meets with Lafayette Economic Development Authority prospects and analysts to determine a customer's electric load characteristics, develops rates based on this material while mindful of offerings by competing utilities.

Develops standardized agreements for use in repetitively encountered situations. Develops agreements with area towns and districts for water and waste water services. Receives general concepts, guidance and direction from Engineering Manager, attends negotiating meetings, prepares draft documents incorporating the Manager's concepts. Participates in transactions and meetings involving Federal Energy Regulatory Commission and Midcontinent Independent System Operator (MISO) on a regular basis.

Performs related work as required.

NECESSARY KNOWLEDGE, ABILITIES, AND SKILLS

Knowledge of engineering principals and practices related to planning, development and operation of electric generation, transmission and distribution.

Knowledge of engineering principals and practices related to water and waste water treatment and transmission.

Knowledge of area utility finance, rates and methods of determining rates, as well as contract development and negotiation.

Knowledge of legal and economic environment of power interchange, transmission and generation scheduling.

Knowledge of legal and economic environment of water and waste water service agreements.

Ability to analyze, understand and quantify the electrical load characteristics of electric service users.

Ability to read, understand and quantify contractual requirements and model these by computer.

DESIRABLE EDUCATION AND TRAINING

B.S. in Electrical or Mechanical Engineering, or advanced degree in a related field, with significant professional experience in utility service contract negotiation, rate preparation, economic development and electric power marketing, or an equivalent combination of education and experience.