

Sustainable Energy Advantage, LLC

PJM Footprint Clean Energy Policy Lead



It's time. Technology, economic, policy and climate drivers are converging to drive a rapidly expanding clean energy landscape, and [Sustainable Energy Advantage \(SEA\)](#) is right in the middle of it. In our realm, new opportunities are arising almost daily. Our widely respected and growing renewable energy consulting / advisory firm provides our exceptionally broad and varied client base with expertise, analysis, insights, and tools to succeed. We're adding to our exceptional team as we scale to meet the opportunities head-on.

If you crave variety, possess a well-rounded skill set, analytical mind and (for most roles) great quantitative skills, and want to do something you can be passionate about, **keep reading.** Join a tightly knit and motivated team of 20 professionals in a collegial environment that thrives on passion with a shared sense of purpose (and humor). *Be widely respected and never bored.*

Whether its offshore or land-based wind, solar, energy storage, enabling the power of community action, or helping diverse groups of stakeholders with different interests find viable solutions to complex clean energy interdisciplinary problems, at Sustainable Energy Advantage, we're working every day on a wide variety of projects with a common theme: rapid and well-informed deployment of clean energy resources.

OPPORTUNITY: SEA's [Eyes & Ears](#) renewable energy regulatory, legislative, policy, and wholesale market tracking and analysis service was launched in 2007 and today provides nearly 1000 leading industry private and public sector professionals with the most comprehensive policy and market intel available in the Northeast U.S. Through this highly acclaimed service (see [Eyes & Ears testimonials](#)), our Eyes & Ears clients leverage the SEA team to provide much of the gathering, analyzing, and interpreting portions of their government affairs and market intel functions. Our clients have been prodding us to expand this service to cover the states within the PJM footprint and we're looking for you -- the last major piece of the puzzle to help us launch into this region. SEA is seeking experienced energy/clean energy professionals with a proven track record to fill the position described below:

PJM Clean Energy Market & Policy Lead,

- Consultant to Sr. Consultant level; 8 – 12 years of experience, with relevant undergrad degree and relevant master's degree preferred. Only applicants with relevant renewable energy sector / electricity market experience will be considered.
- Experience:
 - At least 4 years of experience with state electricity policy, programs, regulations, and market analysis within mid-Atlantic states (i.e., Maryland, New Jersey, Pennsylvania, Virginia, or other states served by the PJM wholesale market) required. Legislative experience a plus.
 - Track record of developing reports/ regulatory filings/ articles for broader dissemination.
 - Strong preference for familiarity and several years of direct experience with clean/renewable energy and energy storage technologies and issues.
 - Private sector or government (agency and/or legislative) experience in electricity sector government affairs, policy analysis or policy advocacy.
 - Market intelligence and fundamentals.
 - PJM wholesale market expertise a plus.

- Some supervisory or project management experience is a definite plus.
- Business development experience a plus.
- A past or current user of Eyes & Ears or a comparable service is also a plus.
- A background limited to a strictly advocacy role is not likely to distinguish the applicant.
- Skills and characteristics:
 - Excellent written and verbal communication and research skills.
 - Exceptional analytical capabilities to distill and communicate complex material crisply and objectively.
 - Motivated and accountable.
 - Capable of multi-tasking and working in a dynamic environment ‘at the speed of consulting.’
 - Creative and collaborative.
 - Possesses topical fluency.
 - Relationship building, a strong network of contacts in the region, as well as understanding of the importance of direct verbal communication and the willingness to pick up the phone and speak directly to an industry counterparty.
 - Team player.
 - Excellent organizational skills.
- Primary Roles & Responsibilities:
 - Assigning and conducting desktop and human research, triage, writing, editing, policy, and market analysis contributing to SEA’s [Eyes & Ears](#) renewable energy regulatory, legislative and policy tracking and analysis service.
 - Participation in various state and regional policy forums, committees, or associations.
 - Supervision of junior contributing research and writing staff.
 - The ideal candidate will play a leadership role on the Eyes & Ears/policy analytics team, with specific responsibility and accountability commensurate with experience.
 - There also will be frequent opportunities to contribute to SEA’s varied consulting engagements, and while not essential to this role, an applicant with project management skills and a diverse skill base and strong quantitative capabilities can easily be plugged into our interesting and challenging bespoke consulting project teams.
 - Ability to contribute to expanding SEA’s market-leading [Renewable Energy Market Outlook](#) (REMO) fundamentals analysis into the PJM/mid-Atlantic region.

COMPANY: Founded 24 years ago as one of the nation’s first exclusively renewable energy consulting and advisory practices, [Sustainable Energy Advantage, LLC](#) (www.seadvantage.com) is a successful and growing company positioned as an objective and independent market analyst supporting an impressive and diverse client roster. SEA is the preeminent renewable energy market expert in the Northeast U.S. and is recognized nationally as a leader in shaping and supporting the rapidly expanding field of renewable energy. SEA applies interdisciplinary market, policy, financial and strategic analysis to help a wide range of clients – spanning some of the world’s largest energy firms to small and nimble startups, government agencies to municipalities - develop thriving renewable energy businesses, new projects, effective policies, and critical market infrastructure, and surmount challenges with cutting-edge solutions. Through our practice areas (Market Analytics, Policy Analytics, Wholesale Market Services, Distributed Renewables, Energy Storage, Offshore Wind, Financial Modeling and Advisory Services, Strategic Support, Training, Market Entry & Best Practice Studies, Regulatory Support, Stakeholder Engagement & Process Support) we:

- ✓ Help state governments study, develop, implement, shape, or improve the innovative policies, programs, systems, and procurements stimulating and supporting clean energy.

- ✓ Enable ‘market-facing’ private sector clean energy firms (power plant developers, owners, investors, utilities load-serving entities and intermediaries across the renewable energy spectrum) and their industry associations to achieve their goals across all renewable energy and storage technologies.
- ✓ Empower NGOs to make a difference and municipalities, large energy end-users, community choice aggregators, and their advisors to implement clean energy goals most effectively.

Complementing and enabling SEA’s consulting and advisory practice are its industry leading subscription services covering the Northeast U.S. markets, which:

- ✓ Deliver best-in class market fundamentals analyses to provide our subscribers with analytical staples – what they’d like to do for themselves, but we can do better and more cost-effectively, allowing them to develop well-founded market views and take decisive action in the face of uncertainty; and
- ✓ Provide objective regulatory, legislative and policy tracking and analysis, as a best-in class bolt-on government affairs and market intel function, allowing our subscribers to stay ‘in the know’ and operate lean, mean and effective.

SEA leverages its capabilities through extensive collaboration with industry leaders, creating a presence surpassing its size. Hear what our clients have to say about us by reading testimonials at the bottom of the [REMO](#) and [Eyes & Ears](#) home pages.

Are you SEA material?

In general, SEA seeks motivated, enthusiastic, and self-directed renewable energy professionals with exceptional quantitative and policy analysis skills to join the team. Energetic and highly motivated individuals must be capable of both supporting and managing colleagues and projects, as well as serving the needs of a diverse set of clients and tasks. The position represents an opportunity for exposure to a wide range of topics and market participants actively shaping and growing the renewable energy industry with the potential for significant responsibility and career advancement. Above all, the successful candidate will be able to thrive in a team-oriented atmosphere which leaves no room for office politics, demonstrate the flexibility necessitated by a small entrepreneurial organization, and conduct themselves in a manner that respects and preserves SEA’s trusted industry relationships and hard-earned reputation. Are you SEA material? Read [here](#) for more about SEA’s culture.

LOCATION: While SEA is headquartered in Framingham, MA. we are seeking a self-motivated individual to work remotely from a base in the Mid-Atlantic (i.e., PJM) states – ideally in the D.C. area or within reasonable travel distance to key state capitals, e.g., Harrisburg (PA), Trenton (NJ); Annapolis (MD); Richmond (VA) or PJM- outside Philadelphia. We currently have one senior staff member in the D.C. area and if located there, SEA may consider opening a satellite office. While most of the job responsibilities can be conducted remotely, the ~20% of SEA staff located distant from headquarters are expected to appear at headquarters 2-3 days per month.

COMPENSATION: Compensation (base salary, plus performance incentive bonus target) will be commensurate with experience and include ample opportunities for advancement based on performance – limited only by applicant’s capabilities and ambitions. Benefits package includes health insurance, unlimited paid time off, long-term disability coverage. 401K with guaranteed company contribution. An employee-paid dental program is also available.

TO APPLY: Qualified applicants are asked to forward a cover letter* and resume via e-mail to: great-jobs@seadvantage.com. Please note the position that you wish to be considered for in the subject line (e.g., PJM Footprint Clean Energy Policy Lead).

*A thoughtful **cover letter is required** for SEA to consider your resume.

Sustainable Energy Advantage, LLC is an affirmative action-equal opportunity employer, and strives to build and advance a diverse team. SEA is committed to an inclusive work environment and supporting a talented workforce of diverse backgrounds and identities. All qualified applicants will be considered on merit, without regard to race, religion, sex, national origin, age, marital status, disability or medical condition (including pregnancy), veteran status, sexual orientation, gender identity or expression, or any other basis prohibited by law.