



KEY ACCOUNTS REPRESENTATIVE (Industrial Markets & Distributed Generation) 1 YEAR CONTRACT

DUTIES & RESPONSIBILITIES

This position reports directly to the Manager, Distribution Services at our Ajax location. The successful applicant will:

- Develop and maintain positive customer relations with Veridian's industrial customers and serve as the primary point of contact for the company's business transactions with these customers, including issues related to billing and rates, service quality, and revenue metering.
- Work closely and collaboratively with Veridian's technical, Customer Care, Billing, Metering and other staff as required to address customer needs.
- Promote and coordinate the connection of distributed generators to Veridian's distribution network, in accordance with all applicable regulatory and commercial business requirements.
- With functional guidance from Veridian's executive sponsor for Conservation and Demand Management (CDM) programs, assist in the development of and implement energy conservation programs for industrial customers.
- Prepare, execute and adhere to program budgets and marketing plans.
- Develop and maintain collaborative relationships with internal business units, business groups, contractors, technology vendors, retailers, etc., as required to support the effective delivery of programs.
- Apply business intelligence derived from interactions with outside groups to provide strategic input and guidance to the corporation's strategic and business planning process.
- Prepare briefing reports and presentations providing objective assessments of barriers to success and progress towards achieving corporate strategic objectives in the area of energy conservation.
- Assist in the design of energy conservation programs for industrial customers, including business case development and completion of Total Resource Cost test analysis.
- Coordinate all activities associated with third party attachments to Veridian's distribution system.
- Provide regular reports on program activities, costs and results, to support internal and regulatory recording requirements.
- Coordinate or conduct measurement and verification audits to verify reported energy savings.
- Carry out other administrative duties as required from time to time.

QUALIFICATIONS

- Certified Engineering Technician in the Province of Ontario, preferably in the Electrical discipline.
- 3-5 years experience in the Ontario energy industry (Electricity desirable) in positions related to or exposed to the energy market, regulatory issues, customer services issues, and similar.
- Sound knowledge of electrical terminology and business and consumer energy applicationse in the electrical energy industry.
- Good knowledge of basic business case/financial analysis concepts, capable of preparing and managing budgets.
- Excellent skills in the use of Microsoft Office applications including Word, Excel, and PowerPoint.
- A good communicator with good presentation and interpersonal skills and experience in one-on-one customer relations.

Interested and qualified applicants are encouraged to submit their resume to hr@veridian.on.ca ***PLEASE QUOTE POSITION TITLE THAT YOU ARE APPLYING FOR IN THE SUBJECT LINE OF YOUR EMAIL.*** Please note only candidates who meet the qualifications and experience for the position will be contacted for an interview. We thank you for your interest in Veridian.