

Manager - Power Marketing and Origination

Kanin Energy is hiring a Manager – Power Marketing and Origination to join our growing team! The role will work closely with the Chief Development Officer in structuring and executing the commercial aspects of an energy project.

Key Responsibilities:

- Manage and negotiate interconnection agreements with electric utilities to ensure reasonable and practical interconnection requirements
- Originate and lead power purchase agreement contracts with corporate and utility off takers for electric power, ancillary services, and renewable energy credits
- Support the Kanin team with analysis and strategic value in key markets:
 - Perform analysis on various utility tariff and utility structures
 - Market analysis of ISO/RTO market structures in North America (AESO, PJM, ERCOT, MISO)
 - Renewable Energy Credit markets and their impact to the business
 - Tax incentives for renewable energy
- Actively promote and advance the renewable energy credit market in the emerging 24x7 Carbon-Free Energy market
- Identify, analyze and communicate macro trends in the power and environmental markets to internal team and executive leadership
- Provide strategic evaluation of key project economics and perform scenarios analysis
- Collaborate with the Origination team to identify market opportunities

Ideal Candidate:

- Undergraduate degree in relevant field
- 7+ years of experience at a utility or clean energy developer
- Deep knowledge of energy markets and the utility industry in Canada and/or the United States
- Experience with ISO/RTO market structures in North America (AESO, PJM, ERCOT, MISO)
- Understanding of power and environmental markets
- Entrepreneurial and self-starter attitude with interest in working in a start-up environment
- First-principles mindset
- Excellent written and verbal communication skills in English
- Preferred location in Houston, TX or Calgary, AB

About Kanin Energy

Kanin Energy is a Project Development company hyper-focused on industrial emissions. We help heavy industry monetize their waste heat and decarbonize their operations. Kanin staff are professional, dedicated, and have a passion for clean energy & decarbonization. We strive to demonstrate an entrepreneurial mindset, first-principles thinking, and the pursuit of mastery in our field. We invest in our team and celebrate building meaningful relationships with our staff, client partners, and service providers.

How to Apply

Applications are accepted on a rolling basis. Please send resumes to careers@kaninenergy.com