



Job Title: Senior Pricing & Structure Analyst
Department: Supply
Reports To: Director, Pricing & Structure

COMPANY OVERVIEW

Leave the shirt & tie routine at home and come work for a progressive energy services company offering natural gas and electricity services across the country. The energy industry is booming and XOOM is growing right along with it. The fact is, when you join XOOM Energy, the opportunities for professional and personal development have very few boundaries. We're looking for individuals that are **ready** for a challenge, **willing** to jump in and be a team player and **able** to make a difference.

JOB DESCRIPTION

Develop, maintain, and enhance multiple pricing models for routine, timely, standard product offerings to residential and commercial gas and power accounts across dozens of utility markets. Work with Sales team to structure and price customized products for large commercial customers based on individual load characteristics. Analyze, quantify, substantiate and incorporate historical and forward data into pricing assumptions. Utilize keen ability to recognize and quantify standard and unique risk elements associated with wholesale and retail market conditions. Monitor current market conditions to seek opportunities to maximize margins and minimize risk. Identify ways to streamline the pricing process and enhance the model performance.

ESSENTIAL FUNCTIONS

- Ongoing pricing and structuring of products and deals to all sales channels, ranging from routine monthly standardized offerings to ad-hoc customized deal opportunities
- Coordinate price offerings for RFPs, supporting Sales staff as necessary
- Work closely with Energy Procurement, Load Forecasting and Energy Settlements to maintain pricing models that incorporate load shapes, wholesale and retail market costs, forward pricing curves, and other related fundamental and technical data
- Monitor current market conditions to seek opportunities to maximize margins and minimize risk and identify new products that compare favorably to utility rates or benchmarked competitors
- Utilize wholesale market data to understand wholesale gas and power costs; including energy, transportation, storage, congestion, losses, capacity, and transmission to insure efficient retail pricing and risk control
- Research appropriate tariffs to understand market rules, procedures, and pricing risks related to products
- Coordinate with Energy Supply, Load Forecasting, Operations, Sales, and Energy Accounting on pricing, billing, position reporting, contracts, and new product development
- Monitor and report on performance of internal models employed; calibrate as required
- Ongoing analysis of existing market dynamics
- Employ creative ideas to enhance internal efficiencies
- Provide timely feedback of operational conditions or situations that present threats or opportunities
- Mentor newer analysts in model development, risk management and learning the XOOM Energy markets and the way we do business
- Work effectively and cooperatively in a team environment
- Research, improve, and assist to implement new technologies and systems for pricing and structuring

XOOM Energy is an Equal Opportunity Employer.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed are representative of the knowledge, skill and/or ability required.



- May perform other duties as assigned

KNOWLEDGE, SKILL SET & QUALIFICATIONS REQUIRED

- The individual in this position must possess a Bachelor's degree with a concentration in mathematics, business, accounting, engineering, economics, physics, statistics, and energy-related discipline; Master's degree is preferred
- 3-4 years' experience in a pricing/structuring function related to gas and power
- Strong computer skills, including superior Excel spreadsheet modeling and development
- Strong understanding of the individual pricing/deal components and risks that comprise a deliverable product
- Strong quantitative and analytical skills, with ability to perform ad hoc research, quantification, and reporting
- Natural gas and power procurement and risk management awareness.
- Self-starter and independent worker
- Well organized, dependable, punctual, strong work ethic. Availability outside of regular work hours to handle supply disruptions and emergencies
- Energetic, results-oriented individual who enjoys working in a fast-paced, collaborative team environment

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