

## Emerging Markets Analyst

<b>Location:</b>	Trafalgar Square, London (occasional travel inside the UK may be required)
<b>Reporting to:</b>	Lead Analyst
<b>Salary Range:</b>	Competitive
<b>How to apply:</b>	Candidates are requested to send a motivation letter and CV
<b>Closing Date:</b>	June 2 <sup>nd</sup> 2019

### About Highview Power

Highview Power is an award winning, privately-owned London-based business that specialises in the development of a novel technology for the storage of energy using cryogenic fluids such as liquid air as an energy vector. Cryogenic Energy Storage systems combine mature components from the industrial gases and power generation industries and are ideal for grid scale applications such as:

- Renewable integration through development of long-term storage solutions.
- Transmission and distribution network infrastructure deferral.
- Support to large scale fast charging station.
- Security of supply through capacity market.
- Ancillary services including synchronous inertia, dynamic reactive power and short circuit infeed.

### Job summary / Purpose of the role

The Emerging Markets Analyst will be responsible for understanding market conditions for energy storage facilities in Emerging energy markets to inform the development of solutions for potential clients. This will require holding regular discussions with members from Highview's Business Development and Engineering teams.

This role will involve following the development and implementation of policy and regulation for storage and renewable energy. In addition, the Emerging Markets Analyst will be responsible for supporting the development of business cases for energy storage solutions by preparing cost estimates and delivering of high-quality techno-economic reports and conducting discussions with the customers analyst team to understand their drivers and communicate Highview Power value model.

Highview Power will provide the successful candidate with training and development opportunities, competitive salary and bonus....and the chance to be a part of building a cleaner, greener, better future for everyone.

## Key tasks, activities and responsibilities of the role

The role will focus initially on the analysis of opportunities identified by Highview in emerging markets.

- Support Business Development managers in the origination, development and execution of investments in storage.
- Prepare complex techno-economic models to evaluate energy storage projects for different applications, focusing on cost, contribution to security of supply and revenue stacking.
- Propose and support the definition of commercial solutions for the delivery of storage projects.
- Developing knowledge in relevant electricity markets and cost-benefit methodologies for new renewable plus energy storage facilities.
- Support the refinement of CAPEX estimates for projects in emerging markets through collaboration with Highview's strategic partners.
- Developing standard proposal templates for most common requested offerings to improve responsiveness to potential clients.
- Delivering high-quality technical reports.
- Attending review/clarification meetings and contract negotiations at client sites as required.
- Leading communications with consultants and customer engineering teams to discover HVP technical and commercial value synergies converting it to evaluation models vs customer needs and competitor offerings.

*Please note that this is not an exhaustive list of general tasks and duties, and that the job description may be subject to changes according to the requirements of the organisation. The job holder will be expected to complete all tasks within his/her level of skill and ability.*

## Person Specification

Please use this in conjunction with the advertised requirements.

The final column indicates how we will tell if you have provided evidence of the requirements. Criteria considered from your CV and/or application form will be marked Short listing. Those reviewed when we meet you will be marked Interview.

	Essential	Desirable	How to be measured
<b>Qualifications &amp; Training</b>	<ul style="list-style-type: none"> <li>Undergraduate degree in mechanical or electrical engineering with strong technical understanding of power systems.</li> </ul>	<ul style="list-style-type: none"> <li>A master's qualification in an area related to sustainable energy, environmental economics and climate change or related area.</li> </ul>	Short listing
<b>Skills, Knowledge &amp; Experience</b>	<ul style="list-style-type: none"> <li>Understanding of the electricity industry and its value chain.</li> <li>Experience developing valuation models e.g. DCF analysis.</li> <li>Excellent working knowledge of Microsoft Office software and Python and ability apply it to perform complicated optimisation tasks.</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge of probability theory and stochastic calculus.</li> <li>Experience in the field of plant and process engineering with focus on plant cost estimation.</li> <li>Knowledge and exposure to grid planning procedures, ancillary services, network use of system charges and global electricity markets.</li> </ul>	Short listing / Interview
<b>Behavioural Competencies</b>	<ul style="list-style-type: none"> <li><b>Change and Innovative</b> - Looks for new and better ways to do things, generates new ideas and takes an innovative approach to solving issues or problems.</li> <li><b>Team working</b> - Develops effective, supportive and collaborative relationships with colleagues. Is considerate towards others; and contributes towards a positive team spirit.</li> <li><b>Making considered decisions</b> – A first class problem solver. Analyses available information and/or the situation logically using clear criteria before taking action. Escalates high risk/cost matters appropriately with proposed solution.</li> <li><b>Resilience</b> - Can work under pressure and deal with situations calmly. Sticks with the task even when it gets difficult, tedious or inconvenient.</li> <li><b>Flexibility</b> - Actively takes on whatever role or task is required to achieve the business goals. Approaches work with a 'hands on',</li> </ul>		Short listing / Interview

	<p>'can do' attitude. Prepared to roll up sleeves. No task is beneath them.</p> <ul style="list-style-type: none"> <li>• <b>Effective Communication</b> - Ability to build rapport with a diverse range of stakeholders. Listens to other's opinions. Both written and verbal communication is structured logically, delivered with confidence, clarity, tact and credibility; and is adapted appropriately to the situation.</li> <li>• <b>Building relationships</b> – Can connect to customers and understand their needs as well as communicate our solution value.</li> </ul>		
<p><b>Personal Qualities / Specific Requirements</b></p>	<ul style="list-style-type: none"> <li>• An entrepreneurial mindset;</li> <li>• Enjoys working in a fast-paced, challenging environment.</li> <li>• Attention to detail.</li> <li>• Questioning nature, not afraid to ask the silly question.</li> <li>• High level of integrity.</li> <li>• A highly motivated, reliable and responsible individual.</li> <li>• Consultancy mindset.</li> </ul>	<ul style="list-style-type: none"> <li>• Has a genuine interest in the environment, sustainability and renewable energy.</li> </ul>	<p>Interview</p>