



Vancouver, BC

*Powerex Corp., a wholly owned subsidiary of BC Hydro, is a leading marketer of wholesale energy products and services in Western Canada and the Western US, and a growing niche player in other markets across North America*

## Experience the energy and achieve the extraordinary...

Powerex Corp., the wholly owned energy marketing subsidiary of BC Hydro, currently has an opening for a Custom Marketer. A high-energy atmosphere, interesting and challenging work, and a competitive compensation package are only a few of the great things that help make Powerex an exciting and enjoyable place to work. If you are self-motivated and “able to make things happen” as well as demonstrate strong interpersonal, leadership, negotiating and analytical abilities, we want to hear from you.

The main responsibilities of this role will be to develop and maintain customer relationships within the region, resulting in ongoing transactions across a broad spectrum of energy and environmental products. Additional duties will include, developing and maintaining detailed knowledge of western markets and neighbouring jurisdictions including liaising closely with multiple internal and external customers. The ideal candidate will conduct detailed market analyses, identify optimal risk-reward opportunities, including facilitating a project management role for the more complex structured contracts. The successful candidate will have the opportunity to be involved in all aspects of the Region, including trade strategy and regulatory issues and will possess the following:

- Exceptional analytical aptitude as demonstrated through completion of an Engineering, Finance or Business based degree. Completion of or current enrolment in a MBA, CFA or an analytical Masters degree is an asset but not mandatory;
- minimum of 3–5 years’ of business-to-business experience preferably in an energy marketing, utility or related field, working with large commercial and industrial customers;
- minimum of 3–5 years’ experience in sales, business development, origination, trading, finance or risk management role;
- strong team orientation and the ability to work well with a number of stakeholders within tight time constraints is mandatory;
- excellent oral, interpersonal and written communication skills including experience in speaking in front of large groups, senior level decision makers and executives;
- demonstrated negotiation experience with the ability to understand customer’s business drivers and objectives, risk tolerances and work with internal resources to develop solutions that match the customer’s needs;
- experience and/or courses related to the understanding of physical flow of energy markets and of transmission systems would be considered an asset;
- some travel, mostly throughout Western North America will be required.

In addition, the Custom Marketer will be relied upon to support the achievement of our purpose and long-term goals by fostering our values: integrity, accountability, teamwork, service and safety. We thank all applicants for their interest, however, only those selected for an interview will be contacted.

Please submit your résumé and covering letter by **June 14, 2009**, outlining your experience and education to Custom Marketer opportunity located at: [www.powerex.com](http://www.powerex.com)

Please quote Bulletin Number **BCH-R-0512-09**.

*“Powerex has a diverse workforce and is a welcoming work environment. We are committed to employment equity and invite applications from all qualified candidates”*