

Position Description

Position	Energy Market Analyst
Business Unit	Sales/Technical Solutions
Region	APAC
Reports to	Vice President, Sales (APAC)
Direct Reports	N/A

About Energy Exemplar

Energy Exemplar is the global market leader in the technology of optimization-based energy market simulation. Our software suite, headlined by PLEXOS and Aurora, is used across every region of the world for a wide range of applications, from short-term analysis to long-term planning studies.

Driven by the frenetic pace of advancements in computing technology and mathematical algorithms, our people continually think of novel approaches and more realistic simulations that enhance decision making, create market opportunities that benefit us all and enable utilities and regulatory authorities to become smarter, more energy efficient and profitable.

Energy Exemplar continues to 'push the envelope', being first-to-market with the latest advances in mathematical programming and energy market simulation theory, as it strives to offer the most comprehensive simulation software to its customer base. Development continues to be headquartered in Adelaide, South Australia, led by Glenn Drayton and backed by a team with expertise in software development, operations research, economics, mathematics, statistics, and electrical engineering.

Our Vision and Core Values

Our **Vision** at Energy Exemplar is to empower our customers to achieve their optimal futures and we make every effort to accomplish this by living and breathing our **Core Values**:

CUSTOMER SUCCESS

- Solve the problems that matter
- Deliver solutions that drive outcomes
- Customers' success drives our business success.

ONE GLOBAL TEAM

- A place where everyone can do their best work
- Passionate about making a positive impact
- Collaborate, communicate and act as one team

INTEGRITY & OWNERSHIP

- Take ownership and be accountable for outcomes
- Value spirited debate then align behind decisions
- Operate at the highest standards

INNOVATION EXCELLENCE

- Frontrunners – relentlessly pursuing innovation and excellence
- Foster idea generation at all levels
- Create the future by pushing the boundaries of today

About the Position

As a member of the Asia Pacific (APAC) Sales team, the Energy Market Analyst will be responsible for engaging directly with both potential and existing clients to communicate technical features of the products and how the products can play a role in the client's strategies. The analyst will also assist Senior members of the team in managing implementation projects and building datasets. The Energy Market Analyst will work closely with the Team Leader, the Development Team, Sales and Business Development and other internal functional groups within Energy Exemplar to enhance customer experience and relationship with Energy Exemplar as a whole. Success will be measured based upon the successful completion of implementation projects and meeting technical requirements when performing sales. The position is supported by strong training, coaching and mentoring and provides opportunity for professional growth and career advancement. Successful candidates will be analytical, skilled in communication and self-motivated, and able to multi-task in a dynamic and often changing environment. We celebrate, collaboration, honesty, integrity, autonomy and self-learning and improvement.

Key Stakeholder Relationships

This position works closely and collaborately with all Energy Exemplar staff but in particular:

- You will present and demonstrate Energy Exemplar's products to a variety of key individuals from companies including analysts, engineers, senior managers and executives.
- You will interact directly with potential clients and collaborate to build concept models, provide training and advise on modelling techniques.
- You will interact directly with the existing client base, providing answer to technical support questions relating to the product properties, settings and features. You will provide troubleshooting and general modelling advance and guidance to clients and ensure licenses are activated and re-activated in a timely and correct manner.
- You will work closely with the product development teams to resolve technical issues and generate product development stories as a result of client cases. You will also provide assistance in QA testing new product releases.
- You will assist Account Management with retention calls and visits with clients.

Key Accountabilities and Duties

The following list is provided to set an expectation of the 'core' responsibilities of the role but is not intended to be an exhaustive list that covers all tasks that may be required on a day-to-day basis. As a rapidly growing business, it should be expected that the role and associated tasks are likely to evolve over time and that there will be situations where tasks not listed below will need to be undertaken to support region and business growth initiatives.

- Commercially apply advanced knowledge of PLEXOS for new client demonstrations.
- Identify the needs for PLEXOS within clients' organisations and promote the uses of PLEXOS.
- Provide training and travel as required to existing customers using PLEXOS (beginner level).
- Prepare proof of concepts and tender documents.
- Technically assist potential clients during the trial.
- Provide training and travel as required to existing customers using PLEXOS (advanced and customised).
- Assist support team by providing technical support to customers and tracking support case from start to finish.
- Research and assist in formulating white papers, webinars and demonstrations to market PLEXOS.
- Build, calibrate and maintain accurate simulation ready datasets.
- Assist Project Managers in technical projects, including data input and modification, documentation and model tuning.
- Engage with clients to improve their modelling capabilities.

- Troubleshoot possible dataset issues and liaise with development team
- Learn PLEXOS software to an Advanced level.
- Maintain a high level of energy / power market knowledge, news, trends and industry developments
- Participate in internal communication, presentation, knowledge transfer, reporting and team building.

Candidate Requirements

Skills, Knowledge and Experience:

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| • Foundational knowledge of power generation, transmission and utilities industry | Desired |
| • Strong interpersonal presence and skills - demonstrated ability to build rapport | Critical |
| • Proficient with corporate productivity and web presentation tools | Desired |
| • Excellent verbal and written communications skills | Critical |
| • Collaborative approach to liaise with internal functions to meet common goals | Critical |
| • Ability to multi-task, prioritize, and manage time effectively | Critical |
| • Self-driven, results-orientated with a positive outlook and a focus on quality | Critical |
| • Thorough knowledge of standard Microsoft programs – Word, Excel, PowerPoint | Critical |

Qualifications:

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| • Tertiary qualification in Applied Mathematics, Engineering, Economics, Operations Research or similar degree. | Desired |
| • Interest in the energy industry | Desired |
| • Experience in the energy industry | Advantageous |