

# OFFICER, STRATEGIC BUSINESS

Imperial Irrigation District

(El Centro, CA)





## ABOUT IID

Situated in the agriculturally rich Imperial Valley of Southern California, the Imperial Irrigation District delivers water to approximately 521,800 acres of highly productive farmland and provides wholesale water to local municipalities within its approximately 1,658 square mile service area. Established by a vote of the people in 1911, the District is the nation's largest irrigation district. Ninety-seven percent of the water it provides is used for agriculture in the Imperial Valley. The remaining three percent is delivered to nine Imperial Valley cities that treat it to safe drinking water standards and sell it to their residents.

In order to take advantage of the hydroelectric generation potential of the All-American Canal, the District entered the power business in 1936 and is now the third largest public power utility in the State and is widely regarded as an economic catalyst in the Imperial and Coachella Valley regions.

With a combined work force of approximately 1,350 employees, the District is leading the way in irrigation efficiency and innovation, while expanding the range of value-added energy services including the promotion of renewable energy resources in this dynamic desert corridor. IID's annual operation and capital budgets are approximately \$590 million and \$20 million, respectively.

The District is governed by a five member board of directors elected by the citizens residing within the District's water service area. The board has full and independent authority to establish the rates charged for all District services. The District is not subject to retail rate regulation by any state or federal regulatory body, and is empowered to set retail rates effective at any time. Changes in electric retail rates require public hearings followed by formal action by the board.

Additional information can be found at [www.iid.com](http://www.iid.com).

## THE ENERGY DEPARTMENT

IID serves electricity to more than 150,000 customers. Its energy service territory covers 6,471 square miles, including all of Imperial County along with parts of Riverside and San Diego counties. With low electric and water rates, an abundance of natural resources, a capable workforce and a close proximity to the border, this region has turned into a destination for business and industry of all kinds.

As a consumer-owned utility, IID's Energy Department works to efficiently and effectively meet its customers' demands at the best possible rates, tying its service area's low-cost of living directly with low-cost utilities. The District accomplishes this by producing 30 percent of its power supply locally, using efficient, low-cost hydroelectric facilities, steam generation facilities, as well as several natural gas turbines. IID emphasizes environmentally friendly operations by employing as many "green" resources as available. Its diverse resource portfolio provides customers with some of the lowest rates in southern California.

IID controls more than 1,100 megawatts of energy derived from a diverse resource portfolio that includes its own generation, and long- and short-term power purchases. IID is currently capitalizing on new technologies, securing affordable energy resources, expanding its capacity for local generation and strengthening its power delivery system—while caring for the environment. As a vital public power institution, IID is able to deliver incredible advantages and outstanding value to everyone it serves.

## THE POSITION

The Officer, Strategic Business serves as a key point of contact for developers proposing projects and requesting to sell energy to the District; establishes standardization processes for contract negotiations; initiates, organizes, implements and collaborates on major and key projects; develops and maintains communications and business relationships with energy customers, local, state and federal governmental agencies; evaluates and monitors the energy resources portfolio to minimize electric energy costs; and keeps management abreast of market volatility.

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The incumbent serves as a key representative for the Energy Department and acts as a liaison between the Department and energy customers, governmental agencies and other organizations to facilitate the exchange of information in meeting customers' specific needs. This individual will periodically provide information on projects, negotiations, contracts, regulatory and legislation issues to Board of Directors.

## ESSENTIAL DUTIES AND RESPONSIBILITIES

The examples of essential functions listed below are representative but not necessarily exhaustive or descriptive and may be assigned other related functions not listed herein if such functions are a logical assignment for the position.

- Serves as key point of contact for the Energy Department's procurement process and participates in the negotiation of the agreements to identify potential partners for transmission and generation development opportunities
- Standardizes contract negotiations for the Energy Department and identifies and advises management of rights under current and future contracts.
- Assists in the strategic planning of the Energy Department; uses a variety of strategic planning models to identify the Department's goals; confers with management to develop and maintain mutual understanding of duties, objectives, goals and responsibilities within the department.
- Assists in the preparation of the fuel and power purchases annual budget; works with the resource planners in establishing sound performance goals and controls; long-range financial plans and general administrative procedures.
- Analyzes market changes and economic development projects; determines and recommends new opportunities and keeps management staff abreast of market volatility and difficult situations.
- Meets with various organizations, public and private agencies to understand and mitigate issues; communicates information related to community development and business opportunities to key agency representatives.
- Participates in the evaluation process of request for proposals and request for quotations and maintains strict confidentiality related to these processes.
- Works in conjunction with regulatory compliance to identify and manage key political and regulatory issues impacting the energy resources operations; coordinates section activities or programs involved with those issues, including sponsorship or support of possible legislative and legal solutions.
- Recommends proactive actions and solutions to resolve concerns and improve communication between the district, energy users, local, regional, state and federal agencies.
- Develops and makes presentations to various governmental agencies, civic groups, energy customers and other community based organizations; and attends meetings with these organizations as required.
- Develops project schedules and maintains project database on activities and prepares reports for management, including budget variances and expenditures and key project status and proposed projects.
- May evaluate employee's job performance and recommends personnel action such as promotions, merit increases and disciplinary action.
- May participate or assist in the selection of employees in conformance with district policy and procedures.
- Maintains various records; and prepares correspondence, spreadsheets, and reports on technical requirements and policies.
- Performs other duties or special assignments as required.
- May direct personnel or department staff on a project.

## THE IDEAL CANDIDATE

The ideal candidate will be a self-motivated, proactive problem solver with excellent analytical and communication abilities who is willing to work hard and build positive relationships with internal and external stakeholders. This individual will be in a high profile, high responsibility position helping the Energy Department vet business opportunities. He/She must, therefore, be politically astute, confident, honest and mindful of and his/her responsibility to the IID and its customer ratepayers.

The best qualified candidate will have in-depth experience with utilities as well as a business, finance or economics background. This individual will also have superior negotiation skills and will present detailed analysis and viable alternatives when making recommendations. A solid understanding of contracts and the parameters that guide public agency investment decisions will be an asset in this position, as will a legal background. Finally, the person who is selected for the position will be decisive yet receptive to the ideas and opinions of others.

The Officer, Strategic Business position presents an excellent opportunity for the right person to be groomed for higher level responsibilities at IID within three to five years.

### Education and Experience

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

- Bachelor's degree in economics, electrical engineering, business, public administration or related field.
- Four years of progressively responsible public relations and business management experience required including two years of contract negotiation.
- Progressively responsible directly related experience may be substituted for the required education at the ratio of two years of experience for one year of education required.
- A valid driver's license issued by the State of California, Department of Motor Vehicles is required.

### COMPENSATION AND BENEFITS

IID offers its employees competitive salaries and a comprehensive benefits package. The salary range for Officer, Strategic Business is \$93,000 to \$119,000 per year. The benefits package includes:

- An indemnity/PPO medical benefits plan (you pick your own doctor and specialists)
- Prescription plan
- Employee assistance plan
- Mexico PPO plan
- Vision plan
- 401(a) retirement plan
- Financial education
- Group term life insurance plan
- IRS Section 125 Flexible Spending Accounts
- Wellness screenings
- Deferred compensation plans
- Integrated disability management plan
- Short term/long-term disability plan
- Voluntary universal and term life plans
- Cancer plan
- Accident insurance
- Critical illness plan
- U.S. savings bonds
- Retiree medical benefits
- Survivor medical benefits
- Tuition reimbursement
- Apprenticeship program

### HOW TO APPLY

Please **apply on-line** by **Friday, August 19, 2016**, at [www.allianceRC.com](http://www.allianceRC.com). For questions and inquiries, please contact:

Cindy Krebs, [ckrebs@alliancerc.com](mailto:ckrebs@alliancerc.com)

Sherrill Uyeda, [suyeda@alliancerc.com](mailto:suyeda@alliancerc.com)

**ALLIANCE RESOURCE CONSULTING LLC**

400 Oceangate, Suite 480

Long Beach, CA 90802

Telephone: (562) 901-0769

E-mail: [info@alliancerc.com](mailto:info@alliancerc.com)



<http://twitter.com/Alliancerc>



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