



POSITION DESCRIPTION

June 1, 2010

Position Title: Director Commercial Management

Position Summary:

Reporting to the President and CEO, the Director Commercial Management leads and manages the commercial functions for the Balancing Pool. This position manages the Balancing Pool's Power Purchase Arrangements (PPAs) including settlement, commercial contractual negotiations and force majeure claims. As a management team member, this position provides strategic and tactical commercial expertise to the annual business plan and strategic plan specifically in the areas of asset management, liability management and risk management.

Responsibilities:

Provides leadership and manages the Genesee and Hydro PPAs to maximize their value to the Balancing Pool:

- Defines and negotiates contractual terms for the PPAs
- Provides quality control review on month-end settlement process ensuring that operation and market information is complete, accurate, timely and reflected in settlement databases and billings.
- Evaluates opportunities to manage the PPAs in order to create value for the Balancing Pool.
- Represents the company in key commercial transactions, acting as the key liaison and maintaining effective commercial relationships with stakeholders.
- Monitors and understand market rules for impact and compliance

Manages the process for identification and resolution of major contractual issues related to the PPAs:

- assesses PPA risks including force majeure, change in law, termination and develops and implements risk management strategies
- investigates, assesses and verifies force majeure claims and provides recommendations for resolution.
- leads the dispute resolution processes (including arbitration):
 - identifies and engages technical expertise
 - develops, negotiates and implements settlements where possible
 - direct legal counsels
 - as necessary, acts as a witness on behalf of the Balancing Pool

Protects the interests of the Balancing Pool and the value of Balancing Pool assets by monitoring the regulatory environment and providing direction and guidance concerning regulatory interventions and strategies.

Manages and mentors a team of analysts. Provides direction, motivation, development and training, and sets and monitors achievement of goals and objectives.

Qualifications/Competencies:

- Relevant post-secondary degree with over 15 years of relevant commercial experience in the electricity industry. Prior experience with PPA management would be a definite asset
- Superior knowledge and understanding of Alberta and surrounding area energy markets. Understanding of market supply/demand conditions and market developments
- Strong commercial background with solid problem-solving skills
- Effective negotiator with a history of proven accomplishments
- Ability to lead, motivate, mentor and develop staff
- Ability to think strategically and contribute to the corporate strategy and direction
- Ability to build and maintain strong relationships with industry stakeholders
- High integrity and ethical business conduct

FOR MORE INFORMATION, PLEASE CALL:

Corinne Riley or Cathy Simpson at (403) 290-1166

SIMPSON & ASSOCIATES EXECUTIVE SEARCH INC.
Suite 1400, 140 – 4th Avenue S.W.
Calgary, Alberta T2P 3N3
Fax: (403) 264-2236

Email: criley@simpsonsearch.com or csimpson@simpsonsearch.com

www.simpsonsearch.com