

Manager, Utility Demand Response Programs, KCP&L

KCP&L is looking for a motivated, collaborative, highly energetic manager to lead our demand response (DR) programs to the next level. Do you have interest and experience bringing programs together to create a whole that is greater than the sum of the parts? That is the primary objective... to elevate KCP&L's current award-winning demand response programs to even higher levels through further integration while innovating new DR opportunities that deliver seamless customer focused product offerings that meet internal and external stakeholder needs.

The position will have responsibility for leading a team of internal product managers as well as managing multiple vendor contracts and personnel solely focused on KCP&L's demand response programs. The DR leader will manage a multi-million-dollar budget to drive positive program cost effectiveness and increase profitability through shareholder return on demand response investments.

Additionally, the candidate will bring enthusiasm and skill to be able to champion the value of demand response with internal (e.g. load forecasting, power trading, system planning) and external stakeholders (e.g. customers, regulators, interest groups, state agencies) through education and coalition building.

Duties and Responsibilities:

- Develop and manage category of demand response products for residential, commercial, and industrial customers, including vendor and contract management, product financial performance, contract negotiation, and marketing. – 50 %
- Responsible for collaboration and clear communication with external entities and internal stakeholders which include marketing, legal, regulatory, accounting and resource planning to achieve objectives associated with program goals. – 20%
- Responsible for research, development and promotion of value-added regulated products and services that drive profitability and customer satisfaction. – 10%
- Responsible for oversight of new product development and implementation of newly approved programs. This is accomplished by directing internal and external market research to identify new regulated solutions for customers. Once solutions are developed, lead team to implement effective product plans that continually extend our portfolio. – 10%
- Responsible for departmental strategic plans and development of tactical plans with respect to products and services. – 10%

Education and Experience Requirements

- This position requires a Bachelor's degree in engineering, business administration, marketing or a related discipline.
- 3+ years of managing a utility-offered product or service
- 3+ years managing people and budgets
- 5+ years working for an electric utility or working for an energy efficiency or demand response vendor

Preferred Education and Experience:

- MBA or other master's degree in business or engineering field
- Previous experience as an expert witness in front of a Federal, state, or municipal regulatory body.
- Ability to coach and train others on product management, development, and marketing.
- Awareness of existing demand response vendors, smart thermostat technologies, and DRMS/DERMS software solutions

Relocation assistance is available.

If you are interested in learning about KCP&L and this opportunity to help take yourself and our programs to the next level, please send your inquiry to DRI@kcpl.com.