



IHS CERA Job Opening in Paris

Associate Director, European Power

About IHS CERA

IHS Cambridge Energy Research Associates is a leading provider of research and consulting services on the energy markets. IHS CERA clients include utilities, suppliers, financial institutions, regulators and government bodies throughout Europe.

The European power team research covers a total of 36 countries in the European Union and neighboring countries (the Baltics, Balkans, and Turkey). The European power service research covers market fundamentals (power demand, supply, prices), generation technologies (conventional generation, nuclear, renewables), as well as policies and regulations which affect the sector. The service also covers the European carbon Trading Scheme and wider carbon markets.

Position Summary

IHS CERA is currently seeking an Associate Director (AD) to contribute to the research and consulting activities of the European Power team, based in Paris. The European power team is a growing multicultural team of consultants and researchers based in Paris and London.

The Associate Director (AD) will support the advisory services of IHS CERA with his/her extensive industry knowledge, research expertise, presentation skills and ability to craft compelling written reports. The AD will lead and participate in consulting projects covering the energy industry (mostly power) in Europe and elsewhere.

Much of IHS CERA's work involves teasing out and synthesizing underlying trends and hidden insights in the industry from data and numerical analysis. An understanding of the technical aspects of energy markets and an ability to translate these into strategic concepts and analysis is key to success as an HIS CERA researcher / consultant. This role calls for a combination of experience, analytical ability and creativity.

Key responsibilities

The successful candidate will be expected to spend about 70% of his/her time on research and 30% on consulting (with some flexibility depending on interest) and undertake the following tasks:

- Collaborate with other IHS CERA experts to develop important IHS CERA messages and identify emerging strategic trends in the power sector that can be a source of retainer research and consulting opportunities.
- Author / coauthor research reports on the European power sector by conducting fact based research grounded in quantitative analysis or in depth analysis of regulation.



- Present research to clients at the conferences organized by IHS CERA and engage in speaking opportunities which can assist in growing IHS CERA's research and consulting business.
- Assists senior leadership in managing relationships with retainer and consulting clients through the cycle of prospecting for new business development, performing and delivering research, and managing consulting engagements.
- Assist in preparation of consulting proposals, including scope of work and proforma, and manage consulting assignments to ensure quality and budget adherence.

Qualifications and experience

The successful candidate will ideally have some of the following:

- 5 to 10 years of broad experience in power markets with a detailed knowledge of the European power sector. Candidates with less experience may be considered for a lower level position.
- An advanced degree, preferably (but not exclusively) in Business, Finance, Economics, or Public Policy.
- Previous experience in conducting independent research on European power markets, evidenced by publications.
- Strong written and oral presentation skills in English; mastery of another European language is a plus, particularly Eastern European languages.
- Proven project management experience and strategic consulting references.
- A dynamic personality able to work in a multicultural team and to interact with both operation-level and senior level clients.
- Creativity and be highly organized and proactive to ensure deadlines are met consistently with high quality output.

Compensation and benefits

The expected start date for this position is September 2010.

The position will be located in Paris, France.

IHS CERA offers an excellent benefits package and a competitive salary that is commensurate with experience.

To apply

Interested candidates should submit a resume and cover letter to Fabien Roques (fabien.roques@ihscera.com, +33 1 42 44 12 86).