



# Position Specification

## Professional Services, Research, Development & Training Director / Senior Program Leader – Smart Grid

### ***The Company***

Our client is a professional services, research, development and training organization that is dedicated to meeting the nation's energy and environmental challenges by developing technology-based solutions for consumers, industry and government. This not-for-profit company is undergoing a transformation with new leadership in place and it is focused on making a difference in the marketplace. Its newly stated vision is to sharpen the business focus, emphasize customer needs rather than products, reinvigorate the commitment to practicing "good science" and improve execution and increase accountability. The organization has a staff of 240, (41 currently have PhDs) and manages state-of-the-art laboratories which have led to nearly 500 products and more than 1000 patents.

### ***The Position***

#### ***Location***

A major city in the Midwest

#### ***Basic Function***

This is a newly created position and as such, the title is yet to be defined; the working title is Director/ Senior Program Leader, Smart Energy Grid. This role is responsible for the overall direction, coordination, evaluation and launch of the company's Smart Energy Grid business. The successful candidate will develop and execute the strategy and vision for shaping the natural gas industry's inclusion and participation in the nation's emerging Smart Energy Grid.

Specifically, this will include identifying and leveraging relevant resources in the natural gas industry and within the company, crafting a business plan to maximize those capabilities, establishing significant new client engagements for the company and ensuring successful project execution. The candidate will need to collaborate with all members of the leadership team as well as industry leaders, partners and associations.

This position requires strong technical and business development experience as well as excellent communication skills linked with an outgoing, likeable personality. It will be necessary to lead, mentor and compel others to take action to achieve objectives set forth in the Smart Energy Grid strategy and business plan.

#### ***Reporting Relationship***

This position will report to the Managing Director, Delivery who in turn reports to the Chief Executive Officer. At the outset, this role will be an individual contributor without direct reports. Managing through others and by influence will be critical to success.





### ***Responsibilities***

The successful candidate will be responsible for the short, mid and long term Smart Energy Grid objectives related to:

- Creating an executable strategy and business plan, leveraging the company capabilities and external sources when needed.
- Communicating to internal and external parties the company's vision for the natural gas industry's participation in Smart Energy Grid
- Assessing and understanding company-wide competencies and capabilities.
- Developing program opportunities and identify and secure funding sources.
- Coordinating cross functional execution across company business units.
- Identifying and building strategic partnerships with external parties in the industry as needed to accomplish objectives.

### ***The Candidate***

#### ***Education***

An undergraduate degree in engineering, relevant technical field or business is required. An advanced degree (MBA) preferred.

#### ***Professional Qualifications***

- A seasoned professional with a minimum of 10 years business development, program and project management experience in the energy industry. Experience developing complex opportunities that involve multiple parties is required. Ideally, the successful candidate will be adept at working across many areas of the same organization.
- Skilled at identifying and assessing the quality and capability of internal and external resources and how each can best be leveraged in support of the business plan. Able to identify and cultivate relationships with external strategic partners to fill competency gaps as needed.
- Experience working for or with an electric utility on smart grid initiatives is desirable. The successful candidate's career may include tenure with large and small organizations, and will likely include experience with management or strategy consulting firms.
- Track record of identifying and securing funding sources in support of new business or program opportunities.

#### ***Personal Skills and Attributes***

- The incumbent must be engaging, articulate and possess strong communication skills. He/she should also be organized, flexible and thrive in a dynamic environment.
- An analytical and critical thinker with attention to detail who regularly seeks innovative solutions to complex business/technical issues.
- Possesses executive presence. Capable of establishing immediate credibility with business partners as well as within the company.
- A high energy, results-oriented leader. Must be a self-starter with little supervision required. An individual with the utmost professional and personal integrity.





Pearson Partners International, Inc.

**To learn more about this opportunity or provide a confidential referral, please contact:**

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**Reference Code: Dir-SmartEnergyGrid\_191-07\_PPI**

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