



### **Company Overview**

Rocky Mountain Institute (RMI)—an independent nonprofit founded in 1982—transforms global energy use to create a clean, prosperous, and secure low-carbon future. It engages businesses, communities, institutions, and entrepreneurs to accelerate the adoption of market-based solutions that cost-effectively shift from fossil fuels to efficiency and renewables. RMI has approximately 200 full-time staff, annual operations of \$50 million USD, and offices in Basalt and Boulder, Colorado; New York City; Washington, D.C.; and Beijing.

In 2013, RMI began working in China as a part of a joint research project including the Energy Research Institute of China's National Development and Reform Commission, Lawrence Berkeley National Labs' China Energy Group, and Energy Foundation China. The group designed a road map, called Reinventing Fire: China, to promote renewables and reduce energy consumption and carbon emissions in the Chinese economy without compromising economic growth. This roadmap has become the basis for ongoing programmatic activity. RMI continues to expand its Chinese presence, with a Beijing office serving as the hub for our nation-wide engagements. The Beijing office works on multiple parts of China's energy transformation including power sector reform, low-carbon mobility and freight solutions, low-carbon cities, and transforming the building stock.

### **BRC China Overview**

Rocky Mountain Institute is seeking exceptional manager-level candidates to join its Business Renewables Center – China (BRC China) team. BRC China is a collaborative platform that aims to facilitate corporate procurement of renewable energy from utility-scale plants in China. BRC China is part of RMI's increasingly global BRC initiative, which in the U.S. has supported members to procure 8 GW of renewables—approximately 94% of all corporate deals in the U.S. since 2013. BRC China works with both corporate buyers and renewable developers through four primary activities:

1. Providing research services including policy briefs and technical primers
2. Facilitating transactions by developing an online information platform and market tools
3. Supporting near-term deals that pilot new transaction mechanisms
4. Building a community of corporate buyers, project developers, and service providers

BRC China is a fast-paced, business-focused, outward-facing initiative that provides exciting opportunities for the right candidates to develop strategy, execute high-impact deliverables, and engage actively with leading global corporations.

### **Key Responsibilities, Experience, and Qualifications**

Rocky Mountain Institute is seeking an exceptional candidate to join our Beijing office as the Manager of our BRC China work. The manager will lead a team of 3-4 staffs to produce market insight briefs, manage consulting projects, and engage with external stakeholders, such as government, electricity generators and distributors, leading corporations, NGOs and other think tanks to advance the renewable energy industry in China. The Manager will report to BRC Global

Managing Director and China program Managing Director. This role will include the following key responsibilities:

- Manage a team of 3-4 staff, and lead coordination with BRC global colleagues;
- Support the development of BRC China overall strategy and align with BRC Global vision; review and update program strategies with senior leadership team on a regular basis;
- Manage consulting engagements with corporate and government partners
- Guide the development of insight briefs and state of the market reports for clients and the general public
- Support the development and execution of novel research on China's renewable energy industry
- Lead business development and member recruiting;
- Actively maintain relationships with key stakeholders (buyers, developers, grid companies, transaction centers);
- Develop and manage workplans and budget, and ensure impactful, high-quality project delivery;
- Collaborate with other teams in China program on cross-sector collaboration opportunity.

Required experiences for this manager position include:

- Master degree-equivalent or higher
- 5+ years professional experience in a related field
- Corporate experience preferred but not required
- Direct experience developing and managing highly skilled teams

Other general qualifications for this position may include but are not limited to:

- Intense curiosity and creativity, and a willingness to take risks by testing new ideas
- Entrepreneurial self-starter, with a willingness to plunge into unfamiliar problems
- Excellent quantitative analysis and modeling skills
- Excellent writing skills, visual presentation capability, and verbal communication skills
- Skills and desire to change decision-maker's minds on intensely important issues
- High emotional intelligence and desire to work collaboratively
- Comfort with altering a course of work mid-stream and working with ambiguity
- Understanding of wholesale power markets and procurement mechanisms such as power purchase agreements (PPAs) or related forms of commercial contracts
- Excellent spoken and written English and Mandarin
- Proven cross-cultural sensitivity, with overseas education or work experience preferred
- A passion for making the world better

### **Location**

These positions are located in RMI's Beijing office.

### **How to Apply**

Please submit a cover letter addressing your interest in working for RMI and your resume to chinaHR@rmi.org. Please submit materials bilingually or in English.