



# **ADVANCED ENERGY UNITED**

## **Policy Director – Decision Maker Education & Engagement – East**

**(Preference for Candidates from the east region of the United States.  
Remote candidates will be considered.)**

### **EXECUTIVE SEARCH PROFILE**



# MISSION: TO ACHIEVE 100% CLEAN ENERGY IN AMERICA

## OVERVIEW

**Advanced Energy United** educates, engages, and advocates for policies that allow our member companies to compete to power our economy with 100% clean energy. We work with decision-makers at every level of government as well as regulators of energy markets to achieve this goal. The businesses we represent are lowering consumer costs, creating thousands of new jobs every year, and providing the full range of clean, efficient, and reliable energy and transportation solutions. The U.S. market for advanced energy products and services reached nearly \$375 billion in 2022. Together, we are united in our mission to accelerate the transition to 100% clean energy in the United States.

## ADVOCACY & ENGAGEMENT

Advanced Energy United is the only industry association in the U.S. that represents the full range of advanced energy technologies and services, both grid-scale and distributed. Our unique systems approach offers policymakers a path to meeting ambitious policy goals such as 100% clean power and transportation electrification.

- ✓ **Advanced Energy Buyers Group**
- ✓ **Decision-maker Education & Engagement**
- ✓ **Driving Technology Adoption & Market Transformation**
- ✓ **Electrifying Transportation**
- ✓ **Expanding Wholesale Markets**
- ✓ **Federal Investment & Manufacturing**
- ✓ **Transmission**
- ✓ **Western RTO**



## THE OPPORTUNITY

Advanced Energy United (AEU) seeks an experienced, strategic, and innovative **Policy Director** to lead and scale up our decision-maker education and engagement in eastern states (Southeast, Mid-Atlantic, and New England) and to also lead our member company engagement with decision-makers in key venues including the national and regional NARUC conferences.

The Policy Director will work collaboratively across United and build on the successes to date to envision and implement decision-maker engagement strategies to expand markets for the advanced energy industry and to accelerate the clean energy transition.

The ideal candidate will be a motivated, self-starting professional with a background in clean energy policy, state public utility regulation, and successful advocacy. Candidates should be creative and flexible, with the ability to build and develop programs, execute strategies, and work in multiple venues with diverse stakeholders and decision-makers. The successful candidate will have excellent leadership, communication, and organizational skills and will be someone who thrives in a fast-paced, entrepreneurial environment.

### Responsibilities

- ❖ Design and execute customized educational sessions and forums for decision-makers in eastern states to accelerate the U.S. transition to 100% clean energy.
- ❖ Manage member engagement with decision-makers at key national and regional conferences, including the national NARUCs, and the regional NARUCs.
- ❖ Build and lead the implementation of systems and processes to enhance program efficacy and maximize impact.
- ❖ Develop and maintain excellent relationships with key regulatory and administrative decision-makers and staff, as well as Advanced Energy United staff, members, and partners.
- ❖ Contribute to the success and direction of our rapidly growing team.
- ❖ Travel on an as-needed basis (up to 15%) for educational events and other efforts on behalf of Advanced Energy United.
- ❖ Manage/mentor/develop Associates and Principals.



## THE CANDIDATE

### Required Qualifications

- ❖ Bachelor's and/or Advanced degree in Political Science, Public Policy, Economics, Law or Engineering preferred, or applicable comparable experience.
- ❖ 7-15 years of professional experience and engagement in the clean energy sector.
- ❖ Experience engaging with state public utility commissions strongly preferred.
- ❖ Strong interpersonal skills required; candidates must be able to successfully develop and maintain genuine and productive relationships with members, industry stakeholders, policymakers, and other key contacts.
- ❖ Entrepreneurial approach, flexible attitude, and ability to operate independently, making decisions consistent with Advanced Energy United's mission/vision.
- ❖ Ability to handle multiple projects in a fast-paced environment.
- ❖ Experience managing/mentoring junior staff.
- ❖ Ability to engage members, customers, and funders, and sell Advanced Energy United and its value proposition to those audiences.
- ❖ Excellent communication skills, both written and verbal.
- ❖ Intellectual curiosity, inquisitive nature, and excellent listening and problem-solving skills
- ❖ Performance-oriented individual with a strong work ethic, demonstrated initiative, and commitment to achieving goals.
- ❖ Candidates must be very comfortable working in an environment with remote colleagues, creating new projects, building their own calendar, and delivering on high expectations.
- ❖ A deep network of relevant contacts in the energy sector is a plus.

## WHY ADVANCED ENERGY UNITED

If you're an entrepreneurial, innovative, analytical and thoughtful person looking to make an impact in the clean energy space, United might be the perfect place for you to share your talents. Team members at United are given the trust and responsibility to make big things happen, and myriad opportunities to learn new skills, explore new issue areas, and work with a broad cross-section of the clean energy community. Being a team member at United also means working with a talented and diverse group of people, some who bring decades of experience spanning advocacy, philanthropy, clean tech, government, and more—and our collaborative approach means we get to learn from each other, expert and novice, every day. And while our organization is fully remote, we are proud of the people-focused culture we have built and the connectedness of our team.



# ADVANCED ENERGY UNITED

To learn more and to submit an application, please visit:  
<https://driwaterstonehc.com/position/policy-director-aeu/>

**Compensation:** Starting at \$120,000

**Location:** Remote (preference for candidates residing in the east region).

**Equal-opportunity Employer:**

Advanced Energy United is an equal opportunity employer and does not discriminate in hiring or employment on the basis of race, color, religion, national origin, citizenship status, age, disability, sex, veteran status or any other characteristic protected by applicable federal, state or local laws, regulations or ordinances. We are committed to the values of diversity, equity, inclusion, and justice (DEIJ) across our organization. We also incorporate these values into our mission of making the energy we use secure, clean, and affordable. We know that varied perspectives and a commitment to social justice are needed to succeed in making the United States an advanced energy economy. We commit to building and supporting an inclusive workforce that represents different cultures, backgrounds, and viewpoints.

**About DRiWaterstone:**

DRiWaterstone is a women-founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.