



the new green

www.recycled-energy.com

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POSITION: Vice President, Business Development

REPORTS TO: SVP, Business Development

SALARY: Competitive salary plus eligible for incentive compensation of up to 35% of base salary based on corporate financial performance and individual goal achievement and long-term incentive pool share of business results per conventional private equity approach.

SUMMARY: Recycled Energy Development (RED) is a privately owned energy company committed to reducing industrial energy consumption. **RED's mission is to profitably reduce greenhouse gas emissions through the development and operation of industrial energy recycling plants.** The VP business development will be responsible for the origination management and closing of project leads in this space and managing project development teams as necessary. Will interface closely with General Counsel, CFO, SVP of Development & Engineering and other senior staff and will serve on the Executive Committee.

DUTIES AND RESPONSIBILITIES:

- Originate new leads whereby RED can profitably reduce the energy spend of industrial hosts by recovering waste and converting it into higher value uses, including but not limited to:
 - Conversion of waste heat and/or pressure flows into electric power
 - Recovery of waste energy to displace fuel purchases
 - Behind-the-fence combined heat and power projects.
- Develop and lead the contract development process with specific customers. Contracts are structured as a long-term agreement with modest baseline returns, but significant returns realized when RED identifies energy saving opportunities.
- Work closely with other technical, financial, environmental and legal staff in the contract development process.
- Structure contracts to ensure no balance sheet liability to industrial hosts.
- Perform thorough due diligence of projects.
- Engage in advocacy and public affairs as called on by RED management to modernize energy policies and enhance project-specific returns.

POSITION REQUIREMENTS:

- Experience in structuring long-term annuity type energy contracts
- Significant experience in one or more of the following areas: power/industrial engineering, finance, contract law
- Technical expertise in one or more of the following: boilers, prime movers (gas turbine, steam turbine, engines), material handling, fuel conversion, refrigeration, anaerobic digestion, electrical generation/distribution, controls.
- Ten to fifteen years post-graduate work experience in one or more of the following industries: petroleum, petrochemicals, inorganic chemicals, pulp & paper, glass, ethanol, food processing, steel, wood products, gas processing, aluminum, corn wet milling, pharmaceuticals.
- Passion for energy efficiency
- Strong drive and creativity to surmount and/or avoid technically, financially and/or legally-complex "deal killers"
- Commercial savvy; the successful candidate will have a demonstrated ability to sniff out the best

commercial prospects and dedicate resources accordingly

- Ability to work well in teams
- Ability to build mutually beneficial relationships with clients, but remain a strong negotiator.
- Residence in Chicago area (relocation packages available)
- Significant travel required