

Market Regulatory and Strategy Manager

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Job Information

Recruiter

Michael Page

Hiring Company

Energy Management System

Job ID

1495410

Industry

Electric Power, Gas, Water

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 15 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

September 25th, 2024 10:37

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As the Market Strategy and Regulatory Manager, you will play a key role in shaping and implementing our market strategy, with a focus on response and reserve, ancillary services, local network flexibility, and capacity market activities in Japan. You will be responsible for navigating complex regulatory environments, identifying market opportunities, and ensuring adherence

to industry standards.

Client Details

Green tech energy scale-up company with ambitious plans to revolutionize the energy sector, driving towards a global zero-carbon future. With a strong foundation in demand-side response, they've expanded their strategies and product range to penetrate new global markets.

Description

Market Strategy Development:

- Conduct comprehensive market analysis to identify trends, opportunities, and threats related to Balancing Market, Wholesale Market, capacity markets and other flexibility services in Japan.
- Collaborate with cross-functional teams to develop and implement effective market strategies aligned with business objectives.
- Monitor competitor activities and industry developments to stay ahead of market changes.

Regulatory Compliance:

- Stay abreast of regulatory changes, guidelines, and standards affecting the energy industry, with a focus on response and reserve ancillary services and capacity markets.
- Ensure that market regulatory risks are identified, and managed in customer contracts in line with company risk appetite.
- Maintain a regulatory compliance framework to ensure the company adherence to all relevant regulations, and communicate this to internal operations and sales teams.

Market Participation:

- Manage the company's registration and participation in Balancing, Wholesale and capacity Markets as an Aggregation Co-ordinator.
- Manage the company's participation in capacity market auctions, ensuring accurate and timely submission of bids and compliance with all requirements.

Project Management:

- Project management of the company's early customers, including site auditing, co-ordination with customers on market submissions, testing and support to customers troubleshooting.
- Interface with company's product team to support understanding of technical requirements.

Stakeholder Engagement:

- Cultivate and maintain relationships with key industry stakeholders, including OCCTO, METI, TDGC, JEPX, TSOs and other regulatory bodies, government agencies, and industry associations.
- Represent Beyond in industry forums, conferences, and working groups to enhance the company's visibility and influence.
- Engage with strategic customers and partners in support of business development.

Job Offer

Excellent salary to experience
Annual leaves and public holidays
Self- development funding
Flexible and hybrid working model
Work from anywhere once a year
Employee Referrals Bonuses
Work/Life Balance

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

Required Skills

- Bachelor's degree in a relevant field; advanced degree preferred.
 - Proven experience in electricity market in Japan.
 - Experience and understanding of the Japanese electricity market in general.
 - In-depth knowledge of the Japanese energy regulatory landscape and capacity market mechanisms.
 - Strong understanding of demand response and energy management technologies.
 - Excellent analytical, strategic thinking, and problem-solving skills.
 - Willingness to travel and support commercial engagement with clients and strategic partners.
 - Effective communication and interpersonal skills for engaging with internal teams and external stakeholders.
 - Strong mathematical skills and use of Excel (python would be a bonus for forecasting future pricing).
 - Demonstrated ability to lead and manage projects independently.
 - Good working capabilities of English & Japanese
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Company Description

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