

## Principal Consultant – Electric Utility Practice

Are you passionate about helping clients navigate complex energy challenges and solving problems at the intersection of technology, regulation, and customer needs? We are seeking an experienced Principal Consultant with a strong background in utility rates and strategy to join our dynamic team. This role can be structured as remote or hybrid, depending on candidate location and business needs.

NewGen Strategies & Solutions is a management consulting firm with offices nationwide. We specialize in three core practices—Energy, Water, and Solid Waste—providing strategic insight and practical solutions to help our clients achieve their goals. Our vision is to be the consulting company that makes a difference to our clients, our employees, and our communities. Guided by our core values, make an impact, foster innovation, expect quality, cultivate community, and be a trusted advisor—we are committed to excellence in everything we do.

At NewGen, our employees are our greatest asset, and every team member, at every level, has a voice. We see ourselves as SOLVERS: people who lean into complex challenges with curiosity, creativity, and a commitment to finding practical, high-quality solutions.

As a Principal Consultant, you will be a lead SOLVER for key clients, guiding them through complex challenges at the convergence of emerging energy technologies, regulation, and customer demands. We work with public power entities such as Generation and Transmission Cooperatives, Joint Action Agencies, Municipally Owned Electric Utilities, Distribution Cooperatives, State Agencies, and Community Choice Aggregators.

### Responsibilities

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- Performance of advanced financial analysis and preparation of financial models with user-friendly dashboards to improve flexibility in decision making addressing our client's most challenging problems.
- Stay abreast of evolving energy regulations, policies, and market trends, and provide clients with timely and accurate advice regarding regulatory approval and/or compliance.
- Prepare detailed reports and presentations to communicate complex energy data, regulatory implications, and recommendations to clients.
- Act as a subject matter expert on rate structures, tariff analysis, and energy policy matters.
- Project Management and prosecution of work. Ensuring project budget, schedules, and performance requirements are met and proposes corrective measures when schedule or cost problems arise on projects.
- Develops scope of work, schedule, budgets and contractual terms and conditions for major projects.
- Develop professional staff and evaluate performance of staff reporting directly to them.
- Business development responsibilities including heavy client interaction, leading project pursuits and proposal efforts, attending conferences, publishing articles, and presenting on technical subject matter.
- Significant input into firm strategy, marketing, and branding.

## Qualifications

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- Undergraduate, master's, or PhD degree in engineering, accounting, business, economics, finance, or related fields.
- Minimum of 10 years of energy consulting or utility experience preferred.
- Experience with utility rate making process.
- Understanding of wholesale power market operations and utility resource planning fundamentals.
- Understanding of transmission rate making, OATT development, and the fundamental economics of RTOs is considered a plus.
- Experience working with FERC and/or State Utility Commissions preferred.
- Ability to build and operate Microsoft Excel-based financial and operational modeling tools.
- Strong group facilitation and team building skills. Display a high-level of communication, cooperation, and teamwork with the NewGen team.
- Highly organized, with the ability to self-manage multiple priorities and deadlines.
- Ability to identify business/industry trends and adapt business plans to address customer needs.

Join our team of experts dedicated to making a positive impact on our clients' energy consumption and costs. We offer a competitive compensation package, benefits, and opportunities for professional growth in a supportive and collaborative work environment.

Why NewGen? Because our work is meaningful, challenging, and exciting. Our company is focused on growth, innovation, and teamwork, and in this role, you will have an impact on not only your fellow coworkers and the company, but on utilities and communities across the country.

## Additional Information

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**Location:** Preference: Lakewood, CO (Denver). Hybrid and fully remote locations nationwide will be considered dependent on industry experience. We offer flexible work schedules with the understanding that a client deadline takes precedence.

**Employee Type:** Full-time. Exempt. Some overtime and travel will be required.

**Salary:** We offer competitive salaries and annual bonuses. Our benefits package is competitive and includes medical insurance, maternity and parental leave, 401K Plan with matching, paid vacation and holidays, and flexible work schedules. Investment in both formal and informal professional development is encouraged and funded by NewGen.

Base Compensation Range varies based on experience: \$150,000–\$200,000. Annual bonus of 16% of salary issued dependent on personal and company performance.

The range provided is NewGen's reasonable estimate of the base compensation for these roles. The actual amount may be higher or lower, based on non-discriminatory factors such as location, experience, knowledge, skills, and abilities.

**Legally Authorized to Work in United States:** To qualify, applicants must be legally authorized to work in the United States, and should not require, now or in the future, sponsorship for employment visa status. NewGen is an equal opportunity employer and complies with all federal, state, and local fair employment

practices laws. NewGen strictly prohibits and does not tolerate discrimination against employees, applicants, or any other covered persons because of race, color, religion, creed, national origin or ancestry, gender identity, sexual orientation, marital status, sex (including pregnancy), age, disability, past, current, or prospective service in the uniformed services, or any other characteristic protected under applicable federal, state, or local law.