

# Senior Rate & Business Consultant

The National Rural Utilities Cooperative Finance Corporation, or CFC, seeks a Senior Rate & Business Consultant in the CRG - Regulatory Affairs group. Our organization is a member-driven leader with a fast-paced, challenging, and collaborative environment with the shared mission of supporting America's network of rural electric cooperatives.

In this position you will provide electric utility rate-making, policy, and advisory consulting services to CFC members. This specialized team provides CFC members with expertise in areas surrounding the general regulatory and rate-making process, specific to certain technical requirements applicable to state commission and/or Federal Energy Regulatory Commission (FERC) requirements. This position is an opportunity to work within the utility industry to address and affect pricing theory, leverage AMI smart meter data, and apply advanced data analytics.

As a Senior Rate & Business Consultant, you will:

- Assist and provide guidance to electric cooperative management and board-of-directors on contemporary retail rate strategies and options.
- Conduct revenue requirements and cost of service studies used in the development of traditional rate design, as well as specialty rates to include residential demand, electric vehicle (EV), time-of-use, interruptible, distributed generation, and demand side management for CFC members.
- Analyze and assess industry trends, events and federal and state regulatory activities to determine the impact on CFC and its members.
- Prepare competent expert testimony to advocate for the members' and/or CFC's positions in regulated proceedings.
- Develop and present educational programs on technical issues to effectively and clearly transfer knowledge and skills to diverse constituents, both internal and external stakeholders.

To be successful, you will need:

- Bachelor's degree required, business, economics, finance or engineering related degree is preferred.
- Master's Degree or higher in a relevant field preferred.
- 7 years of relevant utility, state commission, FERC or consulting experience.
- Broad understanding of the principles of cost of service studies and rate-making at retail and wholesale levels.
- Proven ability to design specialty rates for individual member cooperatives and/or other utilities.
- Significant knowledge of the regulatory process, testimonial requirements and procedures for state commissions and FERC.
- Proven ability to work across multiple aspects of the electric utility industry.
- Advanced MS Office skills.
- Expert ability to create and deliver presentations with significant verbal and written communication skills.
- Expert ability to think systemically and complete multiple tasks simultaneously with significant attention to detail.
- Frequent overnight travel is required.

**About CFC:** Since its formation in 1969, National Rural Utilities Cooperative Finance Corporation, or CFC, located in Dulles, Virginia, has provided capital and industry-leading financial products to more than 900 not-for-profit, consumer-controlled utility systems across the United States. Our exceptional team delivers the "CFC Difference" that encompasses our values of service, integrity, and excellence in all our interactions.

We offer a comprehensive benefits package that includes short-term and long-term incentive opportunities; an employer-paid pension plan; 401(k); medical, dental and vision insurance; a generous leave policy; onsite gym; and more—all in a friendly, professional work environment. For additional information, please visit our website at [www.nrucfc.coop](http://www.nrucfc.coop) or contact

[Maryanne.Hatch@nrucfc.coop](mailto:Maryanne.Hatch@nrucfc.coop).

*CFC is an Equal Opportunity Employer committed to workforce diversity.*