

# Power Sector Reform Manager 中国电力项目总监



## Company Overview

### 机构简介

Rocky Mountain Institute transforms global energy use to create a clean, prosperous, and secure low-carbon future. That is our mission. That is our passion. And every day, every member of our team of nearly 200 works tirelessly to achieve it. We are driving the global energy transition from fossil fuels to efficiency and renewables by working in partnership with businesses, communities, institutions, and entrepreneurs to advance market-based solutions. We achieve this by developing breakthrough ideas, testing and refining them, reshaping markets, and bringing solutions to scale. RMI is an independent 501(c)(3) nonprofit organization headquartered in the U.S. with an annual budget of \$46 million and offices in Basalt and Boulder, Colorado; New York City; Washington, D.C.; and Beijing. [www.rmi.org](http://www.rmi.org)

落基山研究所致力于转变全球能源使用方式，创造一个清洁、繁荣、安全的低碳未来。这是我们的使命，也是我们机构 200 多名员工每天奋斗的目标。我们与企业、社区、科研机构及创业者协作，借助经济可行的市场化手段，加速能效提升，推动可再生能源取代化石燃料的能源结构转变。通过提出突破性的理念、不断测试并优化这些理念、重塑市场以及规模化推广解决方案来实现我们的使命。落基山研究所是一家总部在美国的独立的非营利机构，年度运营预算 4600 万美元。我们在美国科罗拉多州巴索尔特和博尔德、纽约市、华盛顿特区以及北京设有办事处。如欲了解机构详情，请登录我们官网 [www.rmi.org](http://www.rmi.org)。

In 2013, RMI began working in China as a part of a joint research project including the Energy Research Institute of China's National Development and Reform Commission, Lawrence Berkeley National Labs' China Energy Group, and Energy Foundation China. The group designed a road map, called Reinventing Fire: China, to promote renewables and reduce energy consumption and carbon emissions in the Chinese economy without compromising economic growth. This roadmap has become the basis for ongoing programmatic activity.

2013 年，落基山研究所开始与中国国家发改委能源研究所、美国劳伦斯伯克利国家实验室的中国能源研究室以及能源基金会中国展开合作，在不影响经济增长的前提下，为中国制定一条促进可再生能源发展并降低能源消耗和碳排放的发展之路，我们称之为“重塑能源：中国”项目。

RMI continues to expand its Chinese presence, with our Beijing office serving as the hub for our nation-wide engagements. The Beijing office works on multiple parts of China's energy transformation including power sector reform, low-carbon mobility and freight solutions, low-carbon cities, and transforming the building stock.

落基山研究所不断拓展在中国的业务。我们在北京设立的办公室，将作为我们在全国范围开展工作的中心。北京办公室将专注于多项中国能源改革板块的工作，包括电力部门重组，低碳出行和货运解决方案，低碳城市和建筑存量改造等。

## Power Sector Reform Overview

## 中国电力项目综述

RMI is seeking exceptional manager-level candidates to join its Power Sector Reform team. Our power sector work is focused on supporting China's transformation to a market-based system. This evolution is critical to realizing a low-emissions power sector. This work contains three primary work streams:

落基山研究所北京办事处现招募优秀人才加入我们的电力团队。我们电力项目的工作专注于支持中国电力部门向市场化系统的转变，这一转变将是实现低碳电力部门的关键要素。电力项目工作主要包括下列三个方向：

- Providing original research to national-level policymakers to support the design of appropriate power market reform policy
- 进行国家层面相关政策研究，支持电力市场改革政策的合理设计；
- Working with local entities to design power market rules and build local market oversight and supervision capacity for market pilots and transitions
- 与地方利益相关方合作，设计电力市场规则，并协助实施电改试点及市场交易的地区提升市场督察和监管能力；
- Enabling the renewable energy industry to directly access markets, leveraging corporate and city demand to expand renewable installation
- 协助可再生能源直接进入市场，有效利用企业和城市需求，扩大可再生能源装机量。

RMI supports these efforts by:

落基山研究所将通过以下具体工作支持电力改革：

- Advising national policymakers on high-level power market design and reform rollout
- 进行国家层面相关政策的深度研究，提供高水平电力市场设计和改革建议；
- Providing analysis on forthcoming policies and their impacts, and providing recommendations as useful
- 提供新政策及其影响分析以及有建设性的建议；
- Modelling power market impacts to generator, grid, and customer economics
- 通过模型分析模拟发电商、电网和用户的经济性影响；
- Recommending specific market rules to implementing provincial policymakers
- 为电力市场规则的执行和完善提供解析和建议；
- Building local capacity to design, operate, and supervise market pilots
- 为地方设计、运行和监管市场试点提供技术支持；
- Developing new transaction mechanisms and contract terms to enable renewable energy's direct participation in the market
- 探索不同交易机制并开发相关支持工具，促进可再生能源直接参与市场；
- Representing a community of corporate buyers, project developers, and service providers looking to pilot renewable energy direct purchase deals in China
- 为有意向参与中国可再生能源直购试点的企业买家、项目开发商和服务供应商搭建社群及平台，提供支持，促进各方有效沟通；
- Convening policymakers, corporations, and research experts to develop the future vision for China's low-carbon power sector
- 与政策决策者、企业和研究专家研讨交流，探讨中国低碳电力部门的未来愿景；
- Connecting Chinese leaders with international experts and helping contextualize other market experiences in China
- 引入国际专家观点，帮助国际市场的成功经验在中国的本地化应用；

## Key Responsibilities, Experience, and Qualifications

### 关键职责、工作经验及要求

This manager position will be primarily responsible for 1) leading the market design and implementation work at the provincial level, and 2) taking a leading role in representing RMI's entire power sector work in high-level external interactions across all three project areas. Accordingly, this position will work closely with the other managers within the power team, who will also have a role contributing project management and technical content across all workstreams.

项目总监将主要负责：1) 带领团队为省级市场设计和开展提供支持；2) 代表落基山研究所北京办事处电力项目组，在项目三个工作方向的高级别外部交流工作中发挥领导作用。同时，本职位也将与电力项目组其他项目总监紧密合作，积极参与各个项目的管理和技术指导。

While having strong technical expertise and project management skills is a definite plus, this role's primary requirement is strong relationship management skills and executive presence to represent and successfully sell-through the work developed by the project team to effectively inform and influence national and provincial-level decisions. While this may not require deep research expertise in the areas of power market design and renewable integration, a strong working knowledge of the concepts, rationale, and terminology is essential. Likewise, an ability to scope and execute high-quality research deliverables on-time and at budget is required. Professional project management experience is preferred but not required.

除了专业的技术能力和项目管理能力，我们对本项目总监最主要的需求是其卓越的管理能力和执行能力，善于协调与各方关系，能够代表项目组成功展示与推广研究成果，及时传达最新政策，并能够为相关政策制定者提供战略建议。在电力市场设计和可再生能源消纳方面有一定的研究能力，熟知专业概念、原理和术语。此外，合格的应聘者须能够带领团队计划时间和预算范围内对项目研究提供独到见解，并交付高质量研究成果。具备专业的项目管理经验的应聘者将获得优先考虑。

This manager position will have the following key responsibilities:

该职位的关键职责包括：

- Actively maintain relationships with key stakeholders and partners
- 积极维护合作关系；
- Coordinate multi-party collaborations providing input to the creation of policy, implementation plans, and power market rules
- 协调多方合作，为政策制定、计划实施和电力市场规则制定提供专业建议和意见；
- Support the development of the China Power Sector Reform team's overall strategy; review and update program strategies with senior leadership team on a regular basis
- 支持 RMI 中国电力项目团队整体战略的发展，定期与高级管理层审核和更新项目推进战略；
- Integrate the advice and experience of international power experts, adjusting recommended approaches to the Chinese context
- 整合国际电力专家的建议与经验，根据中国具体情况适时调整；
- Identify industry needs/gaps, and scope clear, achievable deliverables that will meet those needs
- 识别行业需求/挑战，并提供清晰、可行的解决方案来满足这些需求；

- Develop and manage workplans and budgets, ensuring impactful, high-quality project delivery, including for consulting engagements with corporate and government partners
- 制定并管理工作计划及预算，确保有影响力、高质量的项目交付，包括为企业和政府合作伙伴提供战略顾问服务；
- Guide the development of insight briefs, research projects, white papers, government co-authored thought-papers, and presentation materials for various engagements
- 指导洞察报告、研究报告、白皮书、政府合作文件以及展示材料的撰写；
- Manage a team of 2-3 staff, and coordinate with other managers across the Power Sector Reform team
- 管理 2-3 人的团队，与电力项目组的其他项目总监协调工作；
- Support business development, identifying new collaborations and projects, and representing these ideas/engagements to funders as needed
- 支持项目拓展，发现新的合作和项目机会，并按需向资助者展示工作成果；
- Collaborate with other teams in RMI's China program on cross-sector collaboration opportunities
- 以跨部门合作方式与落基山研究所中国项目的其他团队积极合作。

Required experience includes:

教育及工作经历：

- Master degree-equivalent or higher
- 硕士研究生同等或以上学历；
- 5+ years professional experience in a related field
- 相关领域 5 年以上专业经验；
- Private sector or consulting experience preferred but not required
- 有企业或咨询业工作经历的优先考虑；
- Direct experience developing and managing highly skilled teams
- 有组织和管理高绩效团队的直接经验；

Other general qualifications for this position may include but are not limited to:

其他要求：

- Excellent spoken and written English and Mandarin
- 出色的中英文口语和写作能力；
- Skills and desire to change decision-makers' minds on complex, politically-charged issues
- 具有影响决策者对于重要问题看法的技巧和愿望；
- Excellent writing skills, visual presentation capability, and verbal communication skills
- 出色的写作技巧、视觉展示能力及沟通技巧；
- Experience working with policymakers, particularly at the local level, with a proven ability to sell-through new concepts and manage those relations
- 有与政策决策者，尤其是省级政策制定者共事的经验，有能力传达新的概念并维护与地方决策层的合作关系；
- A solid understanding of wholesale power markets fundamentals, China's power sector structure, and reform trajectory
- 深入了解批发电力市场、中国电力部门结构以及电改进程基本原理；
- Ability to drive from ideas to implementation, identifying appropriate projects and engagements that can affect concrete, measurable change on broad topics
- 有能力将想法付诸实践，发现优质项目，并能接洽合适的利益相关方；

- Strong quantitative comfort, representing complex concepts and modeling results in clear terms to policymakers and industry leaders
- 出色的量化处理能力，能够清晰地向决策者和行业领导展示复杂概念和模拟结果；
- Intense curiosity and creativity, and a willingness to take risks by testing new ideas
- 充满好奇心与创造力，敢于冒险探索和尝试新创意；
- Entrepreneurial self-starter, with a willingness to plunge into unfamiliar problems
- 工作积极主动，愿意投入精力解决新问题；
- Comfort with altering a course of work mid-stream and working with ambiguity
- 能够适应在项目推进过程中的策略变动，并妥善处理工作中的不确定性；
- Proven cross-cultural sensitivity, with overseas education or work experience preferred
- 有丰富的跨文化工作经验和敏感度，具有海外教育或工作经验的优先考虑；
- High emotional intelligence and desire to work collaboratively
- 团队意识强；
- A passion for making the world better
- 有将世界变得更好的激情与愿望。

## Location

### 工作地点

Beijing, China

中国北京

## How to Apply

### 申请方式

Please submit a cover letter addressing your interest in working for RMI and your resume to [chinaHR@rmi.org](mailto:chinaHR@rmi.org). Please submit materials bilingually or in English.

请将中英文双语或英文求职信和个人简历发送至 [chinaHR@rmi.org](mailto:chinaHR@rmi.org)。

Be prepared to submit a resume and a cover letter, both documents are required. Candidates who do not provide a compelling answer to the question "Why do you want to work at Rocky Mountain Institute" in their cover letter may not be considered. Additionally, incomplete application materials (for example, a missing cover letter) may not be considered. Due to the large number of applications received, RMI is not able to respond to every applicant. We will be in contact with applicants moving to the interview stage.

**备注：**请务必在发送个人简历时，附上求职信，并在求职信中清晰回答一个问题，即“你为什么希望在落基山研究所工作？”此外，如申请材料不完整（如求职信缺失）者，将不予考虑安排面试。我们将对所有简历进行初步筛选，如果申请人通过初审，我们将与你联系并安排面试。

If you have questions regarding the position, please email: [chinaHR@rmi.org](mailto:chinaHR@rmi.org).

如对招聘职位有任何疑问，请发送邮件至 [chinaHR@rmi.org](mailto:chinaHR@rmi.org)。

RMI is an equal opportunity employer. No phone calls please.

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