

## **JOB DESCRIPTION**

**Position:** Mid-Office / Sales & Trading Analyst  
**Work Location:** Denver, CO (Downtown)  
**Reports To:** CFO  
**Supervisory Responsibilities:** None

### **About Crimson Renewable Energy**

Crimson Renewable Energy Holdings LLC and its subsidiaries (“Crimson”) are producers of renewable transportation fuels, specifically the largest producer of biodiesel in California and Oregon. Crimson customers ranging from major oil companies such as Chevron, Valero, and Phillips 66 to national truck stop operators such as Pilot Flying J and Love’s count on Crimson as a reliable and consistent supplier of ultra-low carbon biodiesel. Additionally, Crimson via its subsidiary Sequential Environmental Services is one of the largest providers of used cooking oil collection services in the Pacific Northwest and California. Crimson, headquartered in Denver, Colorado, provides a variety of timing, logistics, and pricing structures to best suit its various customers and supply chain partners.

Since commencing biodiesel production in California late 2011, Crimson has grown to become a market leader in the California and Oregon alternative fuels industry, which collectively represent the largest market for biodiesel in the United States. Throughout its growth trajectory, Crimson has held onto its startup culture characterized by the pursuit of excellence combined with an emphasis on customer responsiveness, integrity, strong work ethic, teamwork, and accountability at all levels. In summary, we work very hard to do a better job than our competitors in operational and back-office execution and navigating the myriad market and commodity risks inherent in our business.

### **Job Overview**

The Mid-Office/Sales & Trading Analyst is responsible for providing support to the sales and trading team and linking front office sales and trading with back office operations. Key responsibilities include contract management, reconciliation of contract and delivered volumes and pricing, pricing analysis and tracking, profit and loss tracking on all physical (i.e. biodiesel and other fuels), renewable fuel credits (i.e. RINs and LCFS & CFP carbon credits), and financial trading (i.e. future, swaps, options) operations, position risk analysis, biodiesel inventory tracking and analysis and other reporting related to physical and financial buy/sell transactions. This role will be multi-dimensional, as it will require the skill set to track all facets of the transaction and logistics (truck/rail) lifecycle associated with physical, renewable fuel credit, and financial buy/sell transactions and reconcile to position and cash breaks. This position requires developing a thorough understanding of the market and pricing for biodiesel, petroleum fuels and renewable fuel credits. This position entails working closely with / between the commercial (sales, trading and logistics), accounting, and regulatory compliance departments.

### **Essential Duties and Responsibilities include the following:**

- Confirmation / Affirmation of Physical and Financial trades/transactions –
- Architect/maintenance/tracking of contract and pricing database
- Resolution on contract issues between front and back office groups and external customers
- Ensure customer transactional amount stay within established credit limits and that all credit stipulations have been satisfied
- Point person between external and internal reconciliation >> resolve contract, billing, invoice issues
- Investigate, resolve, resolve, communicate discrepancies between internal and external contracts with customers and internal groups (payable and receivable)
- Thorough understanding of how the market and pricing for biodiesel and petroleum fuels and renewable fuel credits works
- Contract management >> collection and maintenance of all data associated with each buy/sell contracts
- Calculating P&L and maintaining P&L database for all physical, renewable fuel credit, and financial buy/sell transactions
- Daily review of open positions and associated P&L risk analysis

### **Essential Business Experience and Technical Skills**

- 3+ years experience in trade support or contract management
- Must have very strong Excel skills with strong ability to create, maintain, and analyze diverse data sets
- Understanding of P&L for physical Biodiesel and other fuel, renewable fuel credit (RINs and LCFS & CFP carbon credits), and financial (futures/options) transactions
- Understanding of Logistics costs, Capital costs, and other costs; ability to factor these into P&L calculation and analysis
- Familiarity with futures and/or OTC brokerage statements
- Proven ability to orchestrate amicable resolution of all discrepancies between different internal departments / stakeholders as well as with external stakeholders.

### **Education and Basic Requirements**

- Bachelor Degree
- Highly organized with high degree of attention to all detail
- Excellent oral and written communication skills – the ability to convey a broad array of information succinctly and accurately



- Must have excellent interpersonal skills and be an effective communicator; can remain poised and in control while dealing with competing time pressure demands
- Flexibility and the ability to multi-task and adapt to change in a dynamic, fast-paced environment
- Ability to interface effectively with all levels of the organization and senior management
- Results oriented information seeker who is motivated to achieve and perform at a high level
- Complete special projects/assume additional responsibilities as assigned
- Must be a team player
- Must be able to successfully pass Drug and Alcohol pre-employment and on-going screening

### **Compensation**

- Competitive; commensurate with experience and education
- Participation in aggressive performance-based annual bonuses
- Full benefits package which includes medical, vision, dental, 401k matching plan, life and supplemental disability insurance, and paid vacation, holidays and sick time

### **Contact for Qualified Candidates**

For qualified candidates, please email resume to [jobs-MidOffice@crimsonrenewable.com](mailto:jobs-MidOffice@crimsonrenewable.com). Please use as subject heading "Sales and Trading Analyst"