

NICHOLAS P. SHORT

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SUMMARY

A Sales and Marketing / Business Development / Certified Series 3 Commodities professional with 7 years' Power Trading experience in short term financial and physical power in all Independent System Operator control areas across the US. Seeking position in the oil and gas industry, interested in trading, sales/marketing, business development, and the physical movement of commodities.

Enjoys working in a fast-paced environment where opportunities for personal and career development exist. Possesses a successful track record in the development of key relationships with utility companies and power marketers, and significant expertise in the physical movement of electricity.

PROFESSIONAL EXPERIENCE

REPSOL

Houston, TX

May 2015-April 2017

A vertically integrated global energy company headquartered in Madrid, Spain, that operates across all areas of the oil and gas industry, including explorations and productions, refining distribution and marketing, petrochemicals, power generation and trading.

Power Trader/Asset Manager

Responsible for managing a portfolio of natural gas power plants located in the New England ISO. Submitted day ahead energy bids and offers based on economic conditions, procured and managed natural gas position based on hourly and daily burns.

- Proprietary trading on ICE exchange in PJM and NEISO.
- Managed risk and optimized short term assets to best serve New England ISO.
- Communicated with the natural gas trading desk on real time conditions that affected economic demand i.e. power outages and gas line constraints.

Laid off due to economic conditions and change at senior management level.

AMEREX BROKER LLC

Houston, TX

November 2013-May 2015

A market leading "over the counter" Energy Brokerage firm that offered services in electricity, natural gas, renewable energy credits, and retail energy procurement.

Business Development/Commodities Broker

Built an ERCOT brokering desk from ground up; successfully established relationships with trading firms active in ERCOT and PJM. Certified Series 3 commodities broker.

- Created liquidity through the utilization of persistent communication and negotiation skills, that included an ability to develop trusting customer relationships.
- Provided real time market intel to traders that sought buy or sell interest from trading counterparties.
- Responsible for maintaining trader mark curves on day to day basis, while communicating with clientele on current market trade levels.

CITIGROUP ENERGY INC

Houston, TX

August 2010-October 2013

A subsidiary of Citigroup Financial Products that engages in gas and power distribution.

Short-Term Power Marketer/Trader

- Contributed as a team member on the hourly trading desk to develop and maintain presence in the market as one of the top physical electricity marketers in the business.
- Made 50-100 daily phone calls to generation facilities, marketers, and market participants generating deal flow and market intel. Price discovered through hourly market making and negotiated buy/sell levels.
- Managed physical long term structured deals on a 24-hourly basis, and maintained our obligation of physical delivery of electricity.
- Proficiency in knowledge and scheduling attainment of both trading, procurement and redirection of transmission with various markets: PJM, NYISO, NEISO, CAISO, Desert/SW, MID-C and SWPP. Activity in various markets enabled the ability to translate real-time data that affected decisions in the near-term markets.
- Optimized day-ahead physical trade positions on an hourly basis, redirected positions to maximize monetary value.

Laid off due to market conditions and business restructuring.

WELLS FARGO FINANCIAL

Columbus, OH

October 2007-April 2008

A financial services provider of lending solutions through a network of consumer finance stores that offered products and services i.e. mortgages, home equity loans, auto loans, and personal lines of credit.

Sales/Credit Manager

Generated business through cold calling and upselling current customers based on their financial goals and needs.

- Analyzed customer debt and created refinance programs to better position overall debt.
- Leveraged collateral on assets to a fixed monthly payment and lower interest rates.
- Consistently met and exceeded monthly goals for auto loans, mortgages, and personal loans.

CK TECHNOLOGIES

Montpelier, OH

January 2006-July 2007

A plastic molding manufacturer that specialized in commercial trucks and spare parts that included grilles, bumpers, fairings, and instrument panels. Customers included Freightliner, Volvo, Mack, and International.

Sales Support Analyst

- Supported account managers with quotes and order entries to meet corporate goals and objectives.
- Coordinated deal pricing; communicated with internal departments to reach quota deadlines.
- Created quotes in Excel spreadsheet, and made revisions to quotes to ensure that accurate margins were reflected in pricing.
- Worked with accountants to verify pricing for each part model and prototype.
- Reviewed customer quotes for accuracy prior to final submission.
- Led project kickoff meetings for new business opportunity identification; worked with accounting department to ensure accounts receivables and purchase orders were raised.

Education

The University of Toledo

Bachelor of Business Administration Marketing Major/Management Minor 06/2005