

## Account Leader Interview Questions

1. Describe methods you have found useful to research and recommend new products or services, such as alternative energy sources or renewable energy credits.

2. Name a time where you prepared and sent requests for price quotations to all energy companies in a particular market.

3. Tell me how you monitor energy supply contracts to ensure proper implementation and execution by suppliers.

4. Walk me through how you analyze and evaluate energy supply bids to determine the best options.

5. What is the most challenging part of monitoring the flow of energy in response to changes in consumer demand?

6. What is the key to success with facilitating the delivery or receipt of wholesale power or retail load scheduling? Share an example.

7. Describe methods you have found effective to develop or deliver proposals or presentations on topics such as the purchase or sale of energy.

8. Explain your way of analyzing customer bills and utility rate structures to select optimal rate structures for customers.

9. Explain how you price energy based on market conditions?

10. What kind of experience do you have negotiating prices or contracts for energy sales or purchases?