

Let's Talk Business

For Ted Rogers School Students

These reports describe industry sectors and career paths of interest to Ted Rogers School students and alumni. Each report leverages BCH employment data and the expertise of our staff. This collaborative effort engages staff, students, alumni and the University Business Librarian.

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A Day in the Life of an Energy Markets Analyst

We recently had a conversation with Myuri Mohan, who is in the Law and Business Co-op program, at the Ted Rogers School of Management.

During her Winter 2023 work term, Myuri worked as an Energy Markets Analyst at Liberty Utilities.

[Liberty](#) is committed to providing rate-regulated electric, natural gas, water, and wastewater treatment utility systems, as well as electricity generation, transmission, and distribution utility services to over 1 million customer connections, primarily in North America.

In this report, Myuri shares the type of work she did, the software platforms used, and what it is like being a Ted Rogers Co-op student.



 [Myuri Mohan](#)



Q: What did you do on a 'day-to-day' basis in your role as an Energy Markets Analyst at Liberty Utilities?

A: **Zoning proposals** - I propose areas of interest in North America, primarily the U.S., for our company to develop projects (wind/solar). I use mapping software to determine areas of interest based on criteria that make it more favourable for us to develop on. For example, areas close to a strong transmission line that are relatively flat, have high wind speeds, and little local opposition to renewable energy projects. There are a lot more things to observe in deciding where to propose sites, but those are some of the more intuitive ones. I present my proposals to the larger Business Development team, who then do a little more research to validate if my site is buildable.

Market research - every week, I submit news articles related to renewable energy to our newsletter. It gets sent out to our larger BD team for their weekly digest. I use a lot of utility sites to aggregate information about policy, market intel, finance, and more. Some of this information also gets used in creating info sheets for our generation assets, other companies we'd like to work with, or other ad-hoc projects.

RFPs (Requests For Proposals) - Liberty is a developer, so we tend to submit RFPs on behalf of our company to win bids for land development. Simply put, the IESO (Independent Energy System Operator - a company that basically regulates the U.S. energy grid) says "Hey, who's interested in developing this area?" and all private energy developers work hard to prove that it should be them. I help Liberty in sending our RFPs.

Q: What technology platforms did you use in your role?

A: **ArcGIS:** Because I'm in the energy market, I use ArcGIS mapping software the most to help determine what areas of the U.S. to build on. ArcGIS is the best because it allows you to add layers - those layers are coded as the criteria we need to look for/keep in mind when searching for sites, so it saves us a lot of time rather than manually checking each area ourselves!

Salesforce: I also use Salesforce quite frequently to input our leads, bids, valuations, and other miscellaneous information about renewable energy deals that our company receives. From this, I'm creating a 2022 Acquisitions Summary for our larger BD team.



Q: How does your industry impact the world?

A: Renewable energy is everywhere. It's a lucrative, booming business because everyone needs energy - no matter what. Want to turn on a light in your house? What about grabbing a cup of water? House too cold or too hot?

The bottom line: you'll always want and need cheap utilities, and being able to provide clean, reliable, affordable energy is a priority of the energy market.

Q: Which industry trends should aspirational students be aware of?

A: Be mindful of how important and impactful renewable energy is. It'll soon become the leading method of energy procurement, in my opinion, given how many states are enacting clean energy policies.

For those interested in supporting disenfranchised communities, being involved in clean energy is also a great introduction to getting them the support they need. Clean water and reliable, low-cost electricity are what we optimize best and it's our goal to provide it to the target market of low-income communities.

Q: How did your Co-op role/experience help you with where you are today?

A: My Co-op experience overall gave me high expectations for what I expect from a company with respect to work-life balance and the culture it fosters. My Co-op experience broadened my look at the importance of energy and how large and lucrative of an industry it really is. It's been an informative, humbling experience so far. I'd say that today, I'm much more open-minded about the utility industry. I've also come to terms with the knowledge that I really know nothing about anything, at least unless I do a deeper dive into it the way I did with this Co-op term. And that, I think, is an important reminder for anyone who considers themselves a life-long learner.

Q: Being a Ted Rogers Co-op student, how did you find the transition into your first work term?

A: It's definitely difficult. As mentioned often already, energy is very technical, so coming into it knowing nothing about energy markets was a huge learning curve that I'm still not yet over. That being said, it's also rewarding because it's such a niche area that the experience and skillset you gain from it are so unique. It's always interesting to be knowledgeable in an area that not many students or people are familiar with.

Another big adjustment is figuring out how to manage your time AFTER 9-5, at least for me. Learning what things to prioritize when you're done with work is important because those are the hobbies that shape your life and your personality. When you're a student, you might feel like you're constantly working and have no "rest" period. Take advantage of your Co-op term to discover yourself both within your work term and outside of it.

Q: What advice would you provide a Ted Rogers student who aspires to work in your industry?

A: The energy market is an extremely technical field, so I'd say it's pretty important to be well-read on it. Start with market intel - newsletters, clean energy policies and renewable energy forecasts, etc. If it continues to interest you, do outreach to individuals in specific energy market roles whom you can continue to absorb knowledge from. Technical proficiency will be a huge asset in this market, so learning what skills to develop depending on the area you want to start in is where your launching pad begins.

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Staff Contributor
Laura Henshaw

Laura is a Co-op Coordinator with a Bachelor of Arts Degree (Psychology), Career and Work Counselling Diploma and Human Resources Management Certificate. She has 13+ years experience working in post-secondary and recruitment environments, and enjoys working with Ted Rogers students to explore different career avenues through the Co-op program.



Student Contributor
Jaskirat Singh

Jaskirat is a second-year Global Management Studies student currently working as a Project Coordinator for the Business Career Hub. He is passionate about community building and is heavily involved on campus as a member of Enactus TMU, Fit for Business (FFB) and Ted Rogers Student Society (TRSS).