

Job Description: Consultant - China Power Markets and Energy Procurement

About the Role

The Lantau Group (TLG) is APAC's leading specialist energy economics consultancy, focused on electricity, gas, renewables, and energy transition issues. Our clients include multinational corporations, power generators, investors, financial institutions, and government agencies across the region. Working at TLG provides exposure to a wide range of clients, technologies, market structures, and strategic challenges across Asia's rapidly evolving energy sector.

We are currently seeking a consultant to join our China team in Shanghai. The successful candidate will work across TLG's broader consulting portfolio, including electricity markets, power procurement, renewable energy, energy transition, and commercial strategy. The role will have a particular focus on supporting commercial and industrial power consumers and engaging with retailers and generators.

This role is ideal for someone with approximately 4-6 years of experience in China's power sector who is looking to apply their industry experience in a consulting environment. We are particularly interested in candidates with practical experience working with electricity buyers, retailers, traders, generators, or other commercial participants in China's electricity markets.

Key Responsibilities

The successful candidate will contribute to a wide range of consulting engagements across the China power sector. Responsibilities are expected to include:

- Conduct market, regulatory, and commercial analysis on China's electricity sector, renewable energy development, and energy transition.
- Assist with electricity procurement projects, including market research, retailer engagement, procurement strategy, tender preparation, evaluation of commercial offers, and support during contract discussions.

- Engage with electricity retailers, generators, trading companies, exchanges, large power consumers, and other market participants to understand market practices and gather commercial intelligence.
- Analyse electricity prices, retail offers, market rules, procurement structures, green power products, green electricity certificates, and related commercial arrangements.
- Prepare client presentations, reports, proposals, analytical materials, and other project deliverables in both English and Chinese.
- Participate in client meetings and support the delivery of clear, practical advice to clients, while helping manage communications between clients, TLG project teams, and external market participants.
- Contribute to TLG's wider consulting assignments, business development activities, market briefings, and thought leadership across the Asia-Pacific energy sector.

Qualifications and Skills

- Bachelor's degree or above in economics, engineering, energy, finance, business, public policy, or another relevant field.
- 4-6 years of relevant professional experience in China's power sector.
- Fluent Mandarin Chinese and professional-level English, including the ability to join discussions and contribute to English reports and presentations.
- Practical knowledge of China's electricity markets, particularly power retailing, procurement, or trading.
- Strong research, analytical, and problem-solving skills.
- Sound commercial judgement and an ability to understand the practical considerations affecting electricity buyers and market participants.
- Ability to work independently, take ownership of assigned tasks, and collaborate effectively as part of a project team.
- Strong attention to detail and willingness to work across unfamiliar topics and project types.
- Ability and willingness to travel within China as required for client work and market engagement.

To be considered for this role, please apply with CV and cover letter to shanghaicareers@lantaugroup.com. Thank you for your consideration.

招聘启事：顾问（中国电力市场与能源采购）

关于该职位

The Lantau Group (TLG) 是亚太地区领先的专业能源经济咨询公司，专注于电力、天然气、可再生能源及能源转型相关议题。我们的客户包括跨国企业、发电企业、投资机构、金融机构以及区域内各类政府机构。在 TLG 工作，将有机会接触亚洲快速演进的能源行业中多元化的客户、技术、市场结构和战略挑战。

TLG 位于上海的中国团队，琅韬商务咨询（上海）有限公司，现诚聘一名顾问。

该职位将参与 TLG 在中国及更广泛亚太市场的咨询项目，覆盖电力市场、电力采购、可再生能源、能源转型及商业战略等领域，并重点支持工商业电力用户相关项目，与售电企业、发电企业及其他市场参与方开展沟通与合作。

我们期待候选人具备约 4-6 年中国电力行业相关经验，并希望在咨询环境中进一步拓展和应用其行业理解。具备与电力用户、售电企业、发电企业、电力交易中心，或其他电力市场参与方合作经验的候选人将更具优势。

主要职责

成功候选人将参与中国电力行业相关内的各类咨询项目，支持客户理解市场变化、制定采购策略并推进商业决策。

主要职责预计包括：

- 围绕中国电力市场、可再生能源发展、能源转型及相关政策监管变化，开展市场研究、政策解读和商业分析。
- 协助工商业用电户的电力采购，包括市场调研、采购策略制定、与售电企业沟通、准备招标文件、报价分析、方案比选及合同磋商。
- 与售电企业、发电企业、电力交易中心/交易平台、大型电力用户及其他市场参与方保持沟通，了解市场实践、交易安排及商业动态。
- 分析电价机制、零售报价、市场交易规则、常规电力及绿色电力采购等商业安排，为客户决策提供分析支持。
- 使用中英文撰写项目报告、客户汇报材料、建议书、市场分析、会议纪要及其他咨询交付成果。
- 参与客户会议，协助向客户提供清晰、务实、可执行的建议，并支持客户、TLG 项目团队及外部市场参与方之间的沟通协调。
- 参与 TLG 在亚太能源领域的其他咨询项目、业务拓展、市场简报及专观点文章撰写等工作。

任职资格与能力要求

- 经济学、工程、能源、金融、商业、公共政策或其他相关专业本科及以上学历。
- 在中国电力行业拥有 4–6 年相关专业经验。
- 熟悉中国电力市场运行机制，对电力零售、市场化交易、电力采购、绿电交易或相关商业模式有实际理解。
- 普通话流利，具备良好的英文听说读写能力，能够参与英文讨论，并协助撰写英文报告、汇报材料及项目文件。
- 具备较强的研究、分析和问题解决能力。

- 具备良好的商业敏感度和判断力，能够理解电力用户、售电企业、发电企业及其他市场主体在实际决策中的核心考量。
- 工作细致严谨，能够独立推进所负责的任务，在项目团队中进行高效协作。
 - 具备较强的学习能力和适应能力，愿意接触不同类型的能源议题和项目。
 - 能够根据客户及项目需要，在国内进行必要的出差。

如需申请该职位，请将简历和求职信发送至 shanghaicareers@lantaugroup.com。

感谢您的申请。