Drew Gray

Bentonville, AR   (501) 276-0927   drewgray@gmail.com   LinkedIn

SUMMARY

Energy trader with a unique "glass box" understanding of US power markets from 15+ years designing the SCED/SCUC optimization engines that ISOs use to clear markets and set prices. Track record of $38M+ personal trading P&L. Built automated bidding systems from scratch. Expert in bridging grid physics, nodal constraints, and quantitative trading across all major US ISOs.

CORE COMPETENCIES

Markets: CAISO, ERCOT, PJM, SPP, MISO, ISO-NE, NYISO   **Programming:** Python, SQL, C#, C++, AIMMS, Java
Strategies: Energy Arbitrage, Basis Hedging (ICE/Nodal), Structured Swaps, FTRs/CRRs, Virtuals
Grid Systems: SCED, SCUC, LMP Pricing Mechanics, Congestion Analysis, FERC 841/831 Compliance

EXPERIENCE

REV Renewables   **Bentonville, AR**
Head of Trading, West   *Aug 2022 – Jan 2026*
- Led commercial strategy for 750MW / 2.5GWh BESS portfolio in CAISO, generating $100M+ annual revenue.
- Generated $38M+ personal trading P&L via ICE hedging and directional positions ($7.5M in '23, $1M in '24, $15M in '25, plus $15M unrealized on '26-'27 forwards).
- Built automated bidding systems integrating price forecasting, congestion modeling, and bid optimization for DA/RT markets.
- Originated structured swaps; directed congestion analysis to guide capital deployment across the US.

EDF Renewables   **Bentonville, AR**
Associate Director, Solar & Storage Product Management   *Aug 2020 – Aug 2022*
- Built algorithmic bidding platform for BESS assets—price forecasting, ancillary services co-optimization, arbitrage execution.
- Led cross-market strategy across CAISO, ERCOT, and PJM; collaborated with regional traders on dispatch optimization.
- Partnered with Origination and Capital Markets to value projects via fundamental grid and congestion analysis.

Walmart   **Bentonville, AR**
Senior Manager II, Renewable Energy Origination   *May 2019 – Aug 2020*
- Procured 1+ TWh renewable energy via VPPAs; built optimization tools for 4,000+ site BTM portfolio.
- Collaborated with Texas Retail Energy on wholesale risk management across ERCOT, PJM, and NYISO.

GE Grid Solutions / Alstom Grid   **Redmond, WA**
Senior Market Systems Project Engineer   *Jun 2014 – May 2019*
- **The Edge:** Lead developer for SCED/SCUC optimization software that ISOs use to clear markets. Intimate knowledge of how constraints bind, shadow prices form, and LMPs are calculated.
- Primary focus on SPP; also delivered market systems for PJM, ISO-NE, MISO, and Transpower (New Zealand).
- Redesigned systems for FERC compliance—insider-level understanding of market protocols and pricing mechanics.

Southwest Power Pool (SPP)   **Little Rock, AR**
Senior Engineer   *Jan 2008 – May 2014*
- Key contributor to design and testing of the Integrated Marketplace (DA/RT), ensuring mathematically optimal pricing.
- Built applications to visualize market results and diagnose pricing anomalies—directly transferable to identifying alpha.

EDUCATION

University of Arkansas   **Fayetteville, AR**
B.S. Electrical Engineering   *Dec 2007*