

DMITRII ISHUTIN

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PERSONAL STATEMENT

References available on request

Energy Trading and Business Strategy Consultant with a decade of diverse experience in the GB energy industry covering curve & short-term power trading, quantitative research, forecasting, programme management, strategic advisory and IT transformation. Having delivered a £10m P&L for EDF Energy as a power & carbon curve trader, and having built a proprietary Battery Trading Platform accountable for £20m annual revenue at Shell, I am now running my niche energy trading consultancy Ram Sky as an Outside IR35 contractor. I have a strong record of delivering tangible commercial value via revenue generation, cost optimisation and operational excellence.

Passed Level 1 of the CFA Program. [Energy In-Balance podcast](#) co-host. Finalist of the Young Energy Professional of the Year 2021 [award](#) by Energy UK.

PROFESSIONAL SKILLS

Industry knowledge: Power, gas & carbon trading, RECs/PPAs, intraday algorithmic power trading, GB balancing mechanism, wholesale energy markets, frequency response services, BESS, triads, non-energy costs

Relevant skills: Quantitative strategies, backtesting and delivery of profitable trading algorithms, predictive modelling, statistical analysis, product & programme management, consulting, commercial focus, working with senior stakeholders, business analysis, large-scale system rollouts, project management, business process reengineering, systems design, e2e trading technology consultation & vendor selection

Soft skills: Complete finisher, people & stakeholder management, problem solving, out-of-the-box thinking, delivery and execution, curiosity, concise communication, team player, passion, calm under pressure

WORK EXPERIENCE

Ram Sky, London, UK

Nov 2024 – present (1 yr 6 mos)

Managing Director | Energy Trading & Business Strategy Consultant

- Ram Sky specialises in action-oriented IT & management consulting for the energy trading sector as an Outside IR35 contractor, supporting clients who want to improve their trading capability & technology, with key focus on BESS and flexible assets.
- Leveraging advanced analytics, market insights and nearly a decade of our diverse hands-on experience, we provide tailored strategies to navigate most potent energy trading challenges – such as operational excellence, technology & data transformation, market complexity, risk management, and generation, demand and price forecasting.
- By offering actionable solutions and hands-on support, Ram Sky's team of complete finishers empowers clients to enhance their trading efficiency, drive revenue, and adapt to industry changes.

Shell, London, UK

Dec 2022 – Nov 2024 (2yrs)

Energy Trading & Business Strategy Consultant / Automated Trading Capability team

- **I have helped Shell become the #1 battery optimiser in GB** — through best-in-class operational excellence, market-beating asset optimisation and state-of-the-art algorithmic trading. Within less than a year, **I directly contributed to improving Shell's trading performance from 8th to 1st place** on the market leaderboard in Dec-23 and Jan-24 among 22 BESS optimisers in GB, rivalling EDF, Tesla, bp, etc.
- Product manager of the Battery Trading Platform — a proprietary battery optimisation and arbitrage trading platform for algorithmic intraday trading of 319MW. **I created its initial design from the ground up, and now oversee its continuous end-to-end development.** Estimated additional annual revenue generation of £10m+. Managing a team of 2 full-stack developers and 2 senior analysts.
- Programme manager of short-term battery trading transformation: **defined strategy for the battery trading part of the UK Power business; own and deliver the battery trading transformation roadmap within Shell that spans across 5+ teams and contains 40+ high value-add projects**, including: long-term battery hedging; day-ahead trading (wholesale and ancillary markets); intraday volume churn; triads; algorithmic trading; improved performance monitoring and reporting; automated trading in the Balancing Mechanism; readiness to upcoming market changes; competitors analysis.

BRADY TECHNOLOGIES, London, UK | *E/CTRM software vendor* Jun 2021 – Dec 2022 (1 yr 7 mos)

Quantitative Analytics Manager / Short-term Energy Trading (*promotion*) 1 yr

- Same as below + stakeholder management (up, down, sideways) + team management of 3 quants

Quantitative Analyst / Short-term Energy Trading 7 mos

- Worked on building PowerDesk — a brand-new SaaS terminal for short-term power traders and energy asset optimisers across European, Nordic and GB markets. I was responsible for product management and quantitative development of the advanced analytics module, PowerDesk Edge
- Led development of the algo-trading ecosystem: algo training, monitoring, and risk assessment

EDF ENERGY, London, UK | *Largest energy supplier in the UK* Sep 2018 – Jun 2021 (2 yrs 10 mos)

Energy Trader (curve) / Portfolio Hedging (*promotion*) 1 yr

- **Traded weekly, monthly, quarterly, and seasonal power products on the UK curve power market – delivered £9,000,000 P&L while managing a power portfolio valued more than £200m+ / 35TWh annualised (part of the largest energy trading desk among all UK energy suppliers)**
- Built an automated VBA tool to monitor P&L, risk and all net open positions across the curve
- Traded EUA carbon, clean and dark spark spreads for gas and coal generators – delivered £2m P&L
- Delivered commodities price modelling, fundamental and technical market analysis, day-to-day risk management of power (demand) and nuclear (supply) portfolios
- Managed risk exposure by monitoring and acting on daily Value & Volume at Risk, price volatility, risk-reward bands, generation & consumption forecast updates

Senior Data Scientist / Volume Forecasting 1 yr 10 mos

- Improved demand forecasting model for largest customers (35TWh of annual demand, largest I&C portfolio in the UK) – reduced mean absolute percentage error (MAPE) from 1.50% to 1.28% with estimated savings of £150,000 per annum (R, SAS, SQL; SARIMAX)
- Developed new model to predict peak demand (triads) and help customers mitigate electricity network charges – correctly predicted all 2019/20 triads with fewer than 20 warnings, net profit £130,000 (R, R Markdown, SQL; logistic regression)
- Managed demand forecasting processes during the first lockdown Mar-Jun 2020 for the largest I&C portfolio in the UK and achieved the best demand forecasting accuracy (lowest MAPE) among all large-size energy suppliers in the UK, which helped to offset losses incurred by hedging by £2,000,000.

BES UTILITIES, Fleetwood, UK | *Energy supplier for SMEs* Oct 2016 – Sep 2018 (2 yrs)

Statistical analyst / Risk management department

- Developed new demand forecasting model, reduced MAPE from 15% to 3.5%, prevented imbalance costs of £150,000, made BES the most accurate small B2B energy supplier on the market by mid-2018
- Saved £70,000 per annum with a cash-out price forecasting tool using Bayesian statistics
- Developed new gas demand forecasting model with 1.50% MAPE in Excel VBA

EDUCATION

MSc Data Analytics (major in Forecasting) Oct 2015 – Sep 2016

Lancaster University Management School, UK GPA: Distinction (72 out of 100)

MSc Strategic Marketing (major in Statistics) Sep 2014 – Sep 2015

National Research University Higher School of Economics, Russia GPA: Distinction (3.7 out of 4.0)

BSc Management science (major in Marketing) Sep 2010 – Jul 2014

National Research University Higher School of Economics, Russia GPA: 3.1 out of 4.0

CERTIFICATES

[Data Analyst with R](#); [Data Scientist with R](#); [Statistical Learning Stanford University](#); [Data Analyst with Python](#); [Data Scientist with Python](#); [Passed Level 1 of the CFA Program](#)