



POSITION OPEN: Business Development Director, C&I Solar & ESS

About

Empower Energies is seeking an experienced Solar and ESS developer to join our growing C&I/Community Solar development team. Empower has established itself as the trusted choice for serious corporate clients seeking to reliably build out their national renewable portfolio and has developed over 200 MWs of solar projects nationwide. Empower recognizes a market poised for massive growth in onsite Solar & Energy Storage Systems (ESS) as well as community solar.

With our well-established national footprint and world class execution team, Empower Energies is in an excellent position to capture this opportunity. Our vision is to empower leading businesses and communities in driving America's shift to a modern economy – powered by renewable energy. If you are experienced Solar and ESS developer, we encourage you to apply and join us on our mission!

Position Description

The Business Development Director will focus on the origination of renewable energy projects for C&I clients. This position will report to the VP of Sales and will work closely with the project management and structured finance teams. Empower Energies offers a full in-house EPC and legal team to support efficient movement of opportunities through your pipeline.

Proven success in business development with large corporate customers and/or community solar is required. Knowledge of solar, energy storage, charging stations, fuel cells and other renewable technologies is a plus. This is a full-time position with the expectation that you contribute exclusive time and energy to bring forward high quality opportunities and to conduct all appropriate pre-qualifications to support the success of the project.

Job Responsibilities

- Develop and execute an individual strategy for building and closing a pipeline of large corporate customers seeking renewable energy projects aligned with Empower's products and services.
- Regularly report on the progress of your lead development efforts in a variety of forums across the business.
- Gather all required information from the client or partner such that engineering, financing, and legal teams can effectively and efficiently design, model, and contract with the partners.
- Lead and coordinate the internal progression of a lead through the internal project, financing, and legal cycles to successful close.
- Coordinate hand-off of managed accounts to account management team for long term customer management and value-add services.
- Partner with Sales Analysts to: evaluate market opportunities in various geographic areas, consider product types and contract structures; kick off proposal development; record opportunity information in deal tracking system; and draft investment documents.
- Lead the proposal crafting effort in partnership with internal engineering, operations, and finance teams.
- Provide pricing and proposal feedback to internal teams, whenever possible.
- Establish trusted, strong, and long-term customer and partner relationships.
- Work closely with project controls on project approval timing, construction scheduling, and project tracking as part of weekly communications with the Client and other external professionals during the sales cycle.
- Maintain timely and accurate records in company systems for all leads and opportunities.

Requirements

- Industry experience with demonstrated results in closing solar PV and/or solar PV plus battery energy storage system projects as the business development lead.
- Minimum of 5 years of energy-related business development.
- Demonstrated ability to manage a pipeline of C&I renewable energy opportunities and to meet or beat established sales quotas.
- Demonstrated strong track record of developing C&I customer relationships in an energy-related field, managing proposal processes, and closing successful projects.
- Knowledge of renewable energy and related technologies and contract structures including PPAs, community solar, project subscription agreements, capital leases, PACE, virtual net metering and virtual PPA projects.
- Understanding of rebates and incentive programs in key solar friendly markets, ideally in CA/NJ/NY/MA/IL
- Strong networking and oral and written communication skills.
- Travel as needed; some evening and weekend work required.
- Proficiency with Microsoft Office and specifically Power Point.

Other Key Competencies

- Highly driven self-starter with ability to align personal goals and objectives directly with Company objectives.
- Strong team player with active engagement in project qualification activities throughout sales cycle.
- Passion for solar, renewable energy, and environmental preservation.
- Excellent interpersonal skills and an ability to develop strong working relationships, both with internal teams and with business partners.

Compensation

Empower Energies offers an attractive Total Rewards package including:

- Competitive base salaries commensurate with experience
- Generous project-based incentives
- Employee equity participation
- Comprehensive benefits package including medical, dental, vision, life, and disability insurance including coverage for domestic partners and eligible domestic partner children
- Generous paid leaves
- 401(k) plan with company match and immediate vesting
- Continuing education and professional development assistance

About our Location

Empower's home office in the heart of downtown Bethesda, MD at the Bethesda Metro Center plaza. The office is easily accessible by commuter train and includes ample onsite parking. The Bethesda Hyatt Regency with great amenities for business travelers is co-located with the office building.

To apply, please submit cover letter and resume to: jobs@empowerenergies.com or through our LinkedIn posting

Empower Energies is an equal opportunity employer and does not discriminate on the basis of race, color, religion, citizenship status, ancestry, age, physical or mental disability, sex, sexual orientation, gender identity or expression, marital status, protected veteran status, or any other basis protected by law, ordinance, or regulation.