



POSITION OPEN: Director of Business Development, Acquisitions

About Empower Energies

Empower Energies is a leading renewable energy development and financing company that offers solutions for commercial and industrial-scale solar rooftop, ground-mount, and canopy projects, as well as integrated power storage and related technologies for on-site and off-site renewable energy. Our mission is to fundamentally shift the energy culture through accelerated adoption of renewable energy. Our collaborative investment relationships include climate change leaders such as Hannon Armstrong. We focus on creative and practical solutions that enable commercial and industrial organizations to optimize their resources and increase sustainability.

The Empower team includes diverse experts with deep industry knowledge and an exciting vision for the future. At Empower, our culture is inclusive and innovative. We seek the best ideas from ourselves and each other - and we are committed to developing the best professional team in the industry.

Our team is growing! If you have a passion for renewables and a drive to contribute to a growing company with a focused strategy for success, we want to hear from you.

Position Description

Empower Energies is seeking an experienced Director of Business Development to focus on project acquisitions. This position will report to the Senior VP of Business Development and will work closely with the project management and structured finance teams. Proven business development experience with renewable energy industry partners to acquire projects is required. Knowledge of energy storage, charging station, 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 an individual strategy for building a pipeline of opportunities with industry partners to include EPCs, developers and brokers seeking support with project development or acquisitions of their projects that are aligned with Empower's products and services.
- Verbally report the progress of your lead development efforts in a variety of forums across the business.
- Gather all required information to allow the engineering, financing and legal teams to 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 or partner management and value-add services.
- Direct Sales Analysts to evaluate market opportunities in various geographic areas, product types and contract structures.
- 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.
- Present the final project transaction to senior management.
- 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

- Bachelor's degree in related field, or equivalent industry experience with demonstrated results.
- Minimum of 5 years of energy-related business development.
- Demonstrated ability to manage a pipeline of C&I renewable opportunities of 100MW or more.
- Demonstrated strong track record of developing renewable industry partner relationships, managing proposal processes, and closing successful projects.
- Knowledge of renewable energy and related technologies and contract structures including PPAs, capital leases, PACE, virtual net metering and virtual PPA projects.
- 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; familiarity with project development tools a plus (i.e. PVSyst, Helioscope, Base, Atlas, etc).

Other Key Competencies

- Creative 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
- Comprehensive benefits package including medical, dental, vision, life, and disability insurance
- 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 recently renovated 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.