

JOB SEARCH / CAREER SEARCH SUMMARY

One of the top publicly traded commercial scale solar developers and solar integrators is looking for a Senior Project Development Manager that can secure solar projects within both the public and private sectors, including schools, cities, counties, water agencies, federal and state governments, and commercial sectors on the East Coast in the tri-state area of New York, New Jersey, Connecticut and surrounding areas.

POSITION NAME

Senior Project Development Manager

CLIENT COMPANY NAME

Confidential until Interview is scheduled.

ABOUT THIS COMPANY

Who is this company?

One of the top publicly traded commercial scale solar developers and solar integrators in the United States.

Type of Industry this company is in?

Solar / Photovoltaic / Renewables / Cleantech

Age of company and how large?

- \$100 Million+ organization*
- 5+ years in business*

Competitive advantages, value proposition and differentiators of this company?

- One of the top publicly traded commercial scale solar developers and integrators*
- Unparalleled financing options.*
- Ranked on Fast Company Magazine's list of "The World's 50 Most Innovative Companies for 2012"*
- Financially well backed and strong balance sheet.*
- Significant upward mobility within organization.*
- Direct access to Founder and CEO.*
- Untapped growth potential in California.*
- Uncapped commission plan.*

Growth of company?

Significant growth within the USA markets.

COMPENSATION PACKAGE

Base salary?***

\$80,000 to \$100,000 (\$80k - \$100k)

Bonus potential and / or Equity?

Bonus potential – uncapped commission plan

Equity to start – no

***Due to commission plan, W2's realistically will range between \$175,000 to - \$1M+

SPECIFICS OF THIS POSITION

Key responsibilities and objectives for ideal candidate?

- Pipeline development.
- Sales of large-scale solar PV photovoltaic systems to public sector and commercial customers in California.
- Working closely with company's cost estimators, project managers and designers to prepare and develop proposals, feasibility studies, and responses to RFP's.
- Presenting to high-level decisions makers and key stakeholders at government and commercial customers.
- Working with company's structured finance department to model system economics for prospective projects.
- Contract negotiations.

Key criteria and prerequisites this individual must possess?

- Commercial PV Photovoltaic Solar deals on the East Coast is a must.
- Minimum of 5 years of successful business-to-business B2B sales experience.
- Demonstrated 'consultative' selling experience.
- Proven ability to manage projects under deadline with multiple internal resources.
- Experience managing or selling to multiple stakeholders on the customer side.
- Solar PV experience and knowledge preferred, but not required.
- Understanding and presenting financial analysis to customers (ROI, IRR, NPV, APR)
- Excellent written and verbal communication skills.
- Excellent customer service skills.
- Must be able to successfully pass a pre-employment criminal, driving and drug screen.

Educational criteria and prerequisites?

- Degree preferred.

Other possible Industries ideal candidate could come from?

Solar

PV Photovoltaic

Renewables / Cleantech

Public Sector

IT Software Sales

Other possible job titles ideal candidate might have now?

Senior PM

Business Development

Business Development Executive

Business Development Manager

Sales Rep

Sales Representative

Sales Consultant

Sales Specialist

Upward growth opportunity for ideal candidate?

- *Significant upward mobility within organization.*
- *Direct access to Founder and CEO.*
- *Untapped growth potential in California.*
- *Uncapped commission plan.*
- *National Fortune 500 key Account Executive.*

Location of this position?

East Coast

Tri-State area of New York, New Jersey, Connecticut

INTERVIEW / HIRING PROCESS

- *1st interview with Director of Development (by phone).*
- *2nd interview with Director of Development (face to face).*
- *3rd interview with rest of Leadership Team.*

TO DISCUSS THIS POSITION CONFIDENTIALLY

NEXT STEPS...

If you do not have a “current” resume, not to worry. Our priority is finding the ideal person.

If this is you, or possibly someone you might know and respect, and may be a good fit for this key position, please contact us today confidentially.

Even if you are currently working at another company, and want to learn more about this position, all inquiries will be treated with the strictest in confidentiality.

CONTACT

JOSH RAE
EXECUTIVE RECRUITER
702.723.9777 MAIN
702.723.9778 FAX

EXEC@JPIEXECUTIVESEARCH.COM

WWW.JPIEXECUTIVESEARCH.COM

