

JOB SEARCH / CAREER SEARCH SUMMARY

One of the top growing commercial scale solar developers that builds, owns and operates commercial scale solar energy systems in the United States, is looking for a VP of Execution for the East Coast - New York, New Jersey, Connecticut Tri-State Area, specifically in the New York City, New York and surrounding areas.

POSITION NAME

VP of Execution

CLIENT COMPANY NAME

Confidential until Interview is scheduled.

ABOUT THIS COMPANY

Who is this company?

One of the top growing commercial scale solar developers and solar integrators on the East Coast.

Type of Industry this company is in?

Solar / Photovoltaic / Renewables / Cleantech

Age of company and how large?

- \$30 Million+ organization*
- 5+ years in business*

Competitive advantages, value proposition and differentiators of this company?

- One of the top growing commercial scale solar developers that specializes within the commercial / retail space.*
- Unparalleled vertically integrated, turn-key development process.*
- Financially well backed and strong balance sheet.*
- Significant upward mobility within organization.*
- Direct access to Founder and CEO.*

Growth of company?

Going through incendiary growth. Will double in volume and employees in the next twelve months.

COMPENSATION PACKAGE

Base salary?***

\$125,000 to \$150,000 (\$125k - \$150k)

Bonus potential and / or Equity?

Bonus potential – 50% of Base Salary

Equity to start – Initial equity grant plus Stock Options annually

****\$1M to \$1.5M Equity value realistically in 3 to 4 years****

SPECIFICS OF THIS POSITION

Key responsibilities and objectives for ideal candidate?

- *Developing and maintaining relationships - both at a conceptual level with CEOs, CFOs, etc. as well as at a hands-on level with utility / facility / property managers.*
- *Implementing and executing a highly efficient deal execution process.*
- *Managing multiple live deals simultaneously, while developing and accessing others.*
- *Working closely with customer to understand and manage all substantive project issues around tax, legal, financial aspects of the deal.*
- *Interfacing with the Operations team on all structural and technical solar project aspects.*
- *Interfacing with Finance team to develop and structure customer-specific finance solutions.*
- *Quickly come up to speed on existing projects and current pipeline.*
- *Identify and pursue key business development opportunities.*
- *Develop, build and manage internal and external relationships.*
- *Foster an environment of cohesive teamwork that delivers best-in-class service and superior results to clients.*

Key criteria and prerequisites this individual must possess?

- *Must be passionate about the renewable energy business, hardworking and thrive in the fast pace of an early stage company with tremendous growth potential.*
- *Minimum of 3 years investment banking experience preferably in the energy sector or successful Sales experience and track record with a commercial-scale solar developer.*
- *Proven ability to cultivate relationships and execute deals with senior management.*
- *Track-record of successfully executing complex transactions with multiple parties.*
- *Ability to motivate, manage and lead a team.*
- *Outstanding organizational and people skills.*
- *Understanding of engineering and renewable energy systems.*
- *Understanding of project and structured finance.*
- *Desire to play a key role building a high growth company.*

Educational criteria and prerequisites?

- *MBA from top-tier school preferred.*

Other possible Industries ideal candidate could come from?

Solar

PV Photovoltaic

Renewables

Cleantech

Other possible job titles ideal candidate might have now?

VP of Execution

Vice President of Execution

VP of Project Execution

Vice President of Project Execution

VP of BD

VP of Business Development

Vice President of Business Development

VP of Investment Banking

Vice President of Investment Banking

VP of Structured Finance

Vice President of Structured Finance

Corporate Investment Banking

Investment Banking

iBank

iBanking

Upward growth opportunity for ideal candidate?

- *Significant upward mobility within organization*
- *Direct access to Founder and CEO*
- *Senior VP of Business Development, SVP of BD*
- *Senior VP of Sales, SVP of Sales*
- *C-Level Position on Leadership Team*

Location of this position?

East Coast

Tri-State Area

New Jersey, NJ

Connecticut, CT

New York City, New York, NYC, NY

INTERVIEW / HIRING PROCESS

- *1st interview with CEO and President (phone).*
- *2nd interview with rest of Leadership Team and CEO and President (face to face).*

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

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