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| Job Title: | Director of Development | Position Type: | Full Time |
| Department/Group: | Development | HR Contact: | Sara Deslierres |
| Location: | Flexible | | |
| Applications Accepted By: | | | | |

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| EMAIL: [sd@primergysolar.com](mailto:jd@primergysolar.com) | Mail: HR Primergy Solar, LLC  555 12th St, Suite 110  Oakland, CA 94607 |

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| Company & Job Description | |
| Primergy Solar is focused exclusively on acquiring, developing, and owning solar, and solar + storage, and stand-alone energy assets in the North American market. Primergy is wholly owned by Quinbrook Infrastructure Partners – a $1.6 billion private equity fund specializing in investing in renewable energy.  Primergy is growing our small, experienced team to manage the significant growth in our business. We offer a fun, entrepreneurial culture, competitive compensation, and the opportunity to work with an experienced, achievement-oriented team. Role and Responsibilities The Director of Development will be responsible for the development of solar, solar + storage and energy storage projects through project management, contract negotiation, and transaction support across a pipeline of projects targeting wholesale power markets in the US and Canada.  The successful candidate will have at least 5 years of experience in the energy industry, specifically in North America energy infrastructure development, the ability to effectively communicate complex ideas, and the ability and enthusiasm to drive projects forward.  **Responsibilities include:**   * Development of utility-scale solar power generation facilities within the United States and Canadian markets. * Manage all aspects of solar and solar+energy storage project development from initial greenfield or acquisition efforts through to the start of construction. * Direct and conduct due diligence on development-stage project and portfolio acquisitions, including comparison and prioritization of multiple opportunities based on risks, schedules, valuations, investment criteria, and other project metrics. * Ability to communicate and sync cross-functionally, including off-take M&A, Origination, Transmission, Legal, Project Finance, Engineering, Procurement, and Construction team members regularly to minimize project risks. * Identify, propose and implement creative or alternative project development approaches that reduce exposure to permitting risks, optimize development schedules or drive additional project value. * Manage and administer development services agreements with local or regional development partners. * Work with finance department during financial feasibility analysis, evaluation, and during the project debt and tax equity financing processes. * Manage project budgets, objectives, schedules, and deliverables for assigned development projects. * Travel to site locations to meet with landowners and evaluate sites. * Negotiate tax abatements, land use agreements, mitigation settlements, and various other agreements. * Engage community, local, state and federal institutions for project support. * Manage contractors, vendors, and consultants to maintain project timeline, value optimization, and budget. * Secure permits and ensure environmental compliance throughout the development, construction, and operation of projects. * Coordinate and provide input to project interconnection requests, load-flow and congestion studies, and other necessary aspects of securing project transmission. * Provide market intelligence feedback to the M&A team to inform on the development and acquisition strategies. * Highly energetic and results-driven with a teamwork attitude. * 5% - Other duties as assigned * Approximately 30% travel required  Education and Experience requirements  * Requires an undergraduate degree at minimum. * 5+ years of relevant renewable energy development experience. * Extensive experience with and understanding of project development. * Solar development and energy storage development experience is preferred. * Previous experience working in a commercial negotiation environment with excellent counter-party focused, commercial management, negotiation, and influencing skills, is preferred.  Skillset  * Unparalleled honesty and integrity. * Knowledge of the power and renewable energy market dynamics a plus. * Impressive track record developing renewable energy projects through COD is required. * Ability to stay current with changing technologies, regulations, and trends influencing the continued adoption of renewable energy is preferred. * Skills and knowledge with a combination of renewable energy technologies are required. Concisely frame issues by providing context, analysis, recommendations, and risk/benefit tradeoffs, both in written and verbal format to project teams and to senior management. * Create control and influence over the costs, terms, and schedules of key project milestones. * Strong understanding of the relationships within a project schedule to prioritize teams’ resource allocation. * Commercial mindset, strong prioritization, communication, and organizational skills are required. * Extensive knowledge of the full-cycle of utility-scale renewable power generation development and marketing. * Solid understanding of economic drivers within our business. * Ability to quickly step into new tasks and adapt to unique circumstances in a dynamic environment. * Successfully operating in a geographically dispersed organization is a plus. * Willingness to work extended hours, when necessary. | |
| Primergy Solar is an equal opportunity employer and committed to a diverse and inclusive workplace. We welcome all applicants regardless of race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, or veteran status. |