**Director of Development**

The Director of Development will lead the development efforts for solar projects across multiple markets in the United States. The Director of Development will be responsible for managing projects through the various stages of development from early-stage through commercial operation. The role will be dynamic and entrepreneurial, working with various partners, developers, utilities, internal groups and community stakeholders. The ability to communicate effectively while coordinating with external and internal resources to manage projects to successful completion is imperative.

**Responsibilities:**

* Coordinate and manage the site control, interconnection, permitting and program application processes.
* Manage multiple projects and coordinate work efforts with other team members and third-party consultants.
* Execute on the development of projects in the pipeline.
* Lead development team strategy in specific markets, including program assessment, site origination, project management, and execution.
* Support the due diligence, project review and screening process for acquisitions and co-development opportunities.
* Collaborate with analysts, engineers, finance, legal, and clients to develop viable project investment opportunities.
* Conduct scenario analysis to identify and mitigate project related technical, regulatory and finance risks.
* Manage, develop and review financial models, development budgets and schedules.
* Prepare written reports and presentations for executive management.
* Gather market intelligence and continuously strive to be an industry leading thinker.

**Desired Skills and Experience Requirements:**

* 10+ years’ experience developing distributed solar projects (1-10 MWs).
* Experience developing small utility-scale projects is a plus.
* Ability to originate, manage, and execute the full development lifecycle for a solar or solar/storage project.
* Experience managing the interconnection process.
* Experience dealing with customer offtake and power purchase agreements a plus.
* Experience managing a team to achieve exceptional results.
* Understanding of the environmental and utility regulatory environment.
* Knowledge of energy markets preferred, including ISO, RTO’s, and vertically integrated utilities.
* Experience building and managing development budgets and processes.
* Strong math and computer skills.
* Strong verbal and written communication skills
* Proficiency with Microsoft Office including Excel, Project, and Word.
* Four-year college degree preferred.
* Must have full legal authorization to work in the US which does not require sponsorship.