



## TRUE GREEN CAPITAL

**Dawn E. Dzurilla**  
**Founder & Managing Partner**  
**Gaia Human Capital Consultants**  
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### **EXECUTIVE SEARCH:**

#### **SENIOR PROJECT DEVELOPMENT MANAGER** **True Green Capital Management, LLC / Distributed Asset Solutions, LLC**

**Location:** Westport, Connecticut

**Gaia Human Capital Consultants** has been retained to assist **True Green Capital Management** (TGC) and Project Development affiliate **Distributed Asset Solutions, LLC** (DAS) in their search to recruit a talented and highly motivated Project Development Management team of professionals ideally experienced in providing leadership to constructing and delivering a portfolio of highly visible, best-in-class Sub-Utility, Commercial and Industrial (C&I) Solar Energy Projects and insuring that each project meets necessary safety, quality, cost and schedule goals.

Working from DAS/TGC's [Westport, CT](#) office, the Senior Project Development Manager will drive EPC development, assure best construction and site management practices, execute achievable plans, assure ease of installation and serve as the primary liaison between EPC and senior management pertaining to the organization's portfolio of energy infrastructure investments.

Considered full-time, our successful candidate will have an opportunity to help build a dynamic, entrepreneurial, mission-driven and successfully growing business.

#### ***About True Green Capital Management:***

Founded in July 2011, True Green Capital Management LLC is a privately owned, specialized energy infrastructure asset management firm based in Westport, Connecticut with several private equity funds under management. TGC has invested into a distributed solar power generation portfolio across nine (9) states including Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Tennessee, Idaho and California.

The firm is led by a team of investment and energy professionals with a proven investment track record and a demonstrated capacity to originate, finance, construct and operate distributed power generation investments with competitive entry costs.

#### ***About Distributed Asset Solutions:***

Distributed Asset Solutions is an affiliate of True Green Capital Management (TGC) and a renewable energy development company established by funds managed by True Green Capital. DAS supports projects with Project Management, Construction Management, Engineering, Procurement and Operations & Maintenance services. DAS focused on greenfield development, pursues opportunities employing solar renewable power technologies.

DAS/TGC is currently focused on the approximately \$2 trillion distributed power generation market with an emphasis on the sub-utility scale (C&I) solar power segment. Thanks to rapid advancements in technology, the cost of distributed power generation, including solar, is now on par with traditional electricity generation sources. In many U.S. states solar energy represents one of the few sources of new and clean power generation infrastructure that can be added to the power network quickly, reliably and cost efficiently.

TGC pursues directly originated equity opportunities in this market and raises project finance debt and tax equity for its portfolio projects. The continued increase of power prices and decreasing entry costs of distributed power generation technology will continue to lead to compelling investment opportunities which provide a stable cash flow stream with little to no correlation to the broader markets. TGC targets asset-based investment opportunities with a focus on distributed power generation, including distributed, commercial PV solar.

True Green Capital Management / Distributed Asset Solutions believe that the next industrial revolution is underway, where distributed power will become the way to power the world.

***Responsibilities - Senior Project Development Manager:***

- The Senior Project Development Manager will provide the technical expertise and project management leadership required for the various stages of development, engineering, procurement, construction (EPC) and asset management of best-in-class, cost efficient, sub-utility and C&I solar energy generation facilities;
- Provide leadership and guidance to multiple, multi-discipline projects and third party stakeholders to ensure quality engineering and construction deliverables and in accordance with project contract requirements;
- Set and obtain installation goals for solar PV projects ranging from 1MW to 40MW+;
- Ensure that all operating assets' engineering, financial, budgetary accountabilities are completed timely, within budget and in compliance with all technical, commercial, environmental, regulatory and safety requirements;
- Value-engineer various solutions for a specific site to accomplish best return on invested capital;
- Maintain complicated schedules, develop project timeline and manage people and materials to complete jobs on schedule and within budget guidelines;
- Analyze and assimilate the latest solar technology equipment into a reliable PV power generation facility;
- Establish project development, resource plans and budgets. Support financial analysis / modeling of projects;
- Negotiate, establish and manage relationships with several stakeholders, including EPC contractors, regulators, utilities, land owners and others to support entire operating assets' project development;
- Collaborate with internal and external resources, including the Legal, Engineering, Project Finance, Asset Management, Human Capital, IT and Energy Assessment teams;
- Obtain land surface rights to design, permit, construct, operate, and maintain solar power projects;
- Provide timely reports to management on project pipeline and status updates, and other reports;
- Partner with high-caliber colleagues and be assigned other duties as directed by Senior Management.

***Desired experience, Education, Professional & Personal Attributes:***

- Minimum of 5 - 7 years of solar-specific electrical construction, engineering and/or solar-specific project management experience and possessing a successful track record in developing either utility and/or sub-utility, C&I scale solar energy project development initiatives;
- Strong background in EPC and construction management and engineering;
- Experience writing bid packages interviewing and selecting contractors;
- Experienced with Autocad, PVSyst, Suneye, and other technical and solar specific tools are desired;
- Ability to review and critique design drawings and to read, understand and edit electrical and structural plans;
- Advanced understanding of subcontractor hiring process;
- Construction site oversight and quality control capabilities;
- Strong understanding of the NEC Code and the ability to reference the code as required;
- Knowledge of Universal Building Codes, building materials and techniques (i.e. lumber, roofing materials, etc.);
- Experience working with city/county permitting offices and inspectors;
- Computer project management, analytical skills and superior detail orientation;
- Ability to create and manage a schedule and budget to required margins;
- Willingness to learn and apply new technical skills and accommodate evolving technologies;
- Highly resourceful and comfortable working in an unstructured, entrepreneurial environment;

- Proven ability to handle multiple tasks, prioritize, and remain calm under pressure;
- Good communicator that works to understand the evolving needs of TGC's business;
- Highly motivated individual that will want to grow with TGC's business;
- Familiarity with performance monitoring systems including Deck and Locus;
- Proficiency in MS Office (Emphasis on Excel, Outlook, Project);
- Bachelors Degree in engineering or related field;
- Masters Degree is a plus;
- CT local or Metro-NYC candidates are much preferred.

**Reporting Structure:** Report to TGC's Operating Partner

**Targeted Start-Date: July - August 2018**

**Compensation:** Competitive compensation with generous bonus potential, plus employee health benefits.

**True Green Capital Management** is an Equal Opportunity / Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation, gender identity, national origin, disability, or protected veteran status.

**Gaia Human Capital Consultants** is minority owned and an Equal Opportunity / Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation, gender identity, national origin, disability, or protected veteran status. Gaia HC's client talent acquisition and executive search engagements ensure that the most capable candidates are recruited for each opportunity. Gaia HC greatly values, respects and shares our client commitment to building diverse teams and workforces that represent the multitude of differences in society.

**To confidentially express interest and/or nominate a qualified, potential candidate, please immediately contact:**

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