



Arena Renewables is a community and distributed solar and storage developer. We deliver lower power bills and clean energy to customers and communities across the United States. Our agile, policy-led approach to developing valuable projects draws on the leadership team's nearly three decades of experience in renewables, utilities, and real estate. We look forward to you joining us in the arena.

The Opportunity: Senior Associate of Development

The Senior Associate will be responsible for driving forward energy storage development projects in core markets across the US. This individual will play a critical role in establishing a pipeline to drive our high growth in these markets, particularly leading land acquisition, interconnection, and permitting. The Senior Associate will greenfield with a focus on velocity and will report to the Head of Storage. We are looking for a self-starter who is excited to manage projects in a fast-paced environment and is eager to make Arena Renewables a leading player in the market.

Responsibilities

- Project Identification: Originate, diligence, and acquire project sites through greenfield and M&A opportunities
- Project Development: Expediently secure land, interconnection agreements, and key development deliverables (e.g., title, survey, environmental diligence, site plans)
- Market Development: Evaluate tariffs and regulatory dockets and support development of new energy storage market opportunities
- Budgeting: Develop and manage budgets in coordination with the market team
- Stakeholder Management: Develop relationships with external consultants and parties to increase pipeline growth and velocity. Build and maintain strong relationships with key stakeholders, including land partners, landowners, utilities, and consultants
- Risk Management: Identify potential risks and challenges associated with projects and develop strategies to mitigate them effectively

Qualifications

- 4-year degree or equivalent experience required
- 1 to 4 years of experience in clean energy project development, with a preference for distributed/C&I solar and storage experience
- Financial acumen and experience in financial modeling for clean energy projects
- Excellent project management skills with ability to synthesize complex risks and opportunities into succinct and actionable directions
- Outstanding communication and interpersonal skills to build strong relationships with stakeholders
- Self-starter with a high level of initiative, attention to detail, and accountability
- Strong interest in joining a dynamic, fast-paced business environment

Please submit your resume and cover letter. In your cover letter, please elaborate on experience and qualifications that will enable you to excel in this role.

Compensation: \$90,000-\$110,000 base plus bonus and benefits, profit-sharing, and equity package depending on experience.

Location: Washington, D.C. preferred