



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.

The Opportunity: Director of Development, Energy Storage

The Director of Development will be responsible for leading Battery Energy Storage System (BESS) development at Arena Renewables. This individual will lead the expansion of our go-to-market strategy in key markets, with additional responsibility for originating project leads in those markets. To execute the go-to-market strategy, the Director will greenfield and originate projects with a focus on velocity, leveraging their expertise in BESS project economics, utility negotiations, and interconnection practices. They will report to the Chief Development Officer and will work closely with Arena's founding team. We are looking for a self-starter who is excited to expand and execute a distribution-focused BESS strategy in a fast-paced environment and is eager to make Arena Renewables a leading player in the market.

Responsibilities

- Market selection/investment thesis development: Identify valuable distribution-interconnected BESS project development strategies in key markets, working with internal and external resources to advance go-to-market strategy (project modeling, offtake, timeline, and cost)
- Value Optimization: Maintain understanding of project design and economics to optimize portfolio profitability. Develop and manage budgets in coordination with the leadership team
- Project Identification: Originate, diligence, and acquire project sites through greenfield and M&A opportunities
- Project Development: Support Development team in the expedient completion of interconnection agreements, local permits, and offtake
- Stakeholder Management: Identify and develop relationships with external parties to increase pipeline growth and velocity, including landowners, utilities, government agencies, and community representatives
- Risk Management: Identify potential risks and challenges associated with both go-to-market plans and individual projects and develop strategies to mitigate them effectively

Qualifications

- 4-year degree required. MBA or other relevant master's degree valued
- 5 to 10 years of experience in BESS market and project development
- Strong financial acumen and experience in financial modeling for clean energy projects
- In-depth knowledge of the solar and storage industry, market trends, and regulatory landscape
- 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

- Leadership experience, with a focus on team management and development
- 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: \$170,000-\$190,000 base plus bonus and benefits, profit-sharing, and equity package depending on experience.

Location: Washington, DC preferred or remote