



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: Director of Development

The Director of Development will be responsible for leading solar development in Maryland and Pennsylvania. This individual will play a critical role in establishing a pipeline and team to drive our high growth in these states. The Director will greenfield and execute projects with a focus on velocity, leveraging their expertise in community solar development and transactions. They will report to the Chief Development Officer and work closely with Arena's founding team. We are looking for a leader who is excited to manage a team in a fast-paced environment and is eager to make Arena Renewables a leading player in the market.

Responsibilities

- Market Strategy: Refine and execute development strategy in the Maryland and Pennsylvania markets
- Project Identification: Originate, diligence, and acquire project sites through greenfield and M&A opportunities
- Project Development: Build and manage a team of developers and support staff in order to expediently secure interconnection agreements, local permits, and offtake
- Value Optimization: Maintain understanding of latest regulations, state program requirements, project design and economics, and other inputs in order to optimize portfolio profitability. Develop and manage budgets in coordination with the leadership team
- Stakeholder Management: Identify and develop relationships with external consultants and parties to increase pipeline growth and velocity. Build and maintain strong relationships with key stakeholders, including landowners, utilities, government agencies, and community representatives
- Team Leadership: Lead a team of project developers and support staff, providing mentorship, guidance, and professional development opportunities
- Risk Management: Identify potential risks and challenges associated with 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 clean energy project development, with a strong preference for distributed/C&I solar and storage experience
- 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: \$150,000-\$190,000 base plus bonus and benefits, profit-sharing, and equity package depending on experience.

Location: Washington metropolitan area (DC, MD, VA) preferred