



**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: Manager of Development**

The Manager of Development will be responsible for leading solar and storage development projects in California. This individual will play a critical role in establishing a pipeline to drive our high growth in the state. The Manager will greenfield and execute projects with a focus on velocity, leveraging their expertise in community solar development. They will report to the Director of Development and also work closely with Arena's founding team. 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 interconnection agreements, local permits, and offtake
- Value Optimization: Maintain understanding of project design and economics 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
- 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. Relevant master's degree valued
- 3 to 6 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:** \$115,000-\$130,000 base plus bonus and benefits, profit-sharing, and equity package depending on experience.

**Location:** Los Angeles preferred / California required