



JOB DESCRIPTION

Job Title: Development Director
Reports To: VP of Business Development
Department: Business Development
FLSA Status: Exempt

RESPONSIBILITIES

- Lead development partnership negotiation and relationship oversight efforts, and make recommendations for growth opportunities and risk mitigation and avoidance.
- Working with the Vice President of Business Development, negotiate Joint Development Agreements and maintain relationships with current and potential partners.
- Identify and evaluate strategic sites for possible wind, solar, and energy storage development.
- Work with third-party development partners to complete project development of joint development assets including:
 - assess regulatory and local permitting requirements;
 - obtain all necessary approvals for project construction;
 - secure interconnection and transmission rights;
 - originate and secure power off-take agreements;
 - oversee third-party (co-developers and consultants) support activities related to environmental assessment, project engineering, and interconnection studies.
- Participate with Finance and Vice President, Development to arrange project financing; operate and analyze financial models and maintain budget and accounting integrity.
- Manage project plans, including determining objectives and resource needs, key milestones and budgets; initiate and maintain project plan communication to all key stakeholders on a regular basis.
- Maintain comprehensive project files.
- Maintain a broad knowledge of industry trends including monitoring business, political and regulatory issues which may impact business plans.
- Other responsibilities as assigned.

REQUIREMENTS

- Bachelor's degree or equivalent work experience; MBA a plus.
- A minimum of five years of experience in business development, sales, project development, or M&A within the energy sector, renewable energy industry experience preferred.

- Excellent written and verbal and communication skills and an ability to communicate complex issues in a clear, concise manner.
- Strong network of contacts in renewable energy development.
- Fundamental understanding and direct experience with: project purchase and sale contracts, project development risk analysis and mitigation, and joint development agreements
- Demonstrated basic knowledge of tax equity structures, financial analysis, environmental risk, power markets, wind resource analysis, energy hedges, credit risk, turbine supply contracts, and interconnection queues.
- Demonstrated strong negotiation skills.
- Diligent, detailed oriented, self-motivated, and creative.
- Ability to prioritize many competing deadlines.
- Ability to travel overnight to domestic and international locations up to 50% depending on project status.

PHYSICAL/MENTAL REQUIREMENTS:

	0 – 24%	25 –49%	50 – 100%
Seeing/Comprehension: Must be able to read documents, reports, and computer screens and/or examine or inspect material or data.			x
Hearing: Must be able to communicate with customers and coworkers.			x
Walking/Standing:	x		
Climbing/Stooping/Kneeling:	x		
Hand/Finger Dexterity: Manipulating objects and/or using keyboard.			x