



## **JOB POSTING: VICE PRESIDENT BUSINESS DEVELOPMENT**

**SUMMARY:** New Energy Equity is a fast-paced and growing renewable energy development company (<https://www.inc.com/profile/new-energy-equity>) and is looking to hire an exceptional Vice President of Business Development to support its expanding team. The ideal candidate is high energy and flexible, working well individually and with ever-changing teams. A willingness and ability to learn is as valuable as what you already know. This position is responsible for creating, implementing and maintaining the overall business development strategy for the Company, directly & through management/supervision of business development personnel. This position reports to the President and CEO and will work closely with the rest of the management team. Competitive salary and benefits including excellent health care coverage and 401(k) matching.

### **POSITION OVERVIEW**

The Vice President of Business Development will lead the Business Development (BD) team to both expand present partnerships and cultivate new ones for the Company. The BD team is responsible for identifying new partners as well as new markets, with a focus on high quality C&I solar projects at the 1-10MW scale. The team pursues greenfield development either solely by the Company or in conjunction with established partnerships as well as later-stage project acquisitions which are both early and late stages of development. Participation in the Marketing efforts of the Company will also be a critical aspect of the position.

The Vice President will be the Company's principal outward facing management team member, attending industry conferences and other functions regularly in our key markets. The position will work closely in collaboration with the Legal, Operations and Engineering teams in the Company. He or she will be tasked with setting the budget for Business Development, developing revenue and MW development targets, and delivering on key strategic priorities of the CEO and the Board. The Vice President must have experience both in building business critical partnerships and in leading others to do the same.

### **RESPONSIBILITIES**

- Manage the BD team to ensure steady and increasing deal flow, an efficient sale-to-closing process, expansion into new markets, and consistent satisfaction of partners in their workings with the Company.
- Internal selling of Business Development strategy and vision, including Business Plan conception and implementation, new market identification and pursuit and new technologies to implement effectively and profitably.
- Negotiate Nondisclosure Agreements, Letters of Intent and the commercial aspects of company and asset sale agreements.



- Develop relationships throughout the industry with competitors, potential customers, suppliers, EPC contractors, developers, land specialists, etc.
- Collaborate with Legal department on document negotiation/closing and with Operations department on project implementation.
- Identify and oversee training opportunities for the BD team.

### **Knowledge, Skills and Abilities**

- Outgoing, collaborative personality with strong history of teambuilding.
- Strong non-technical knowledge of the solar energy industry, including the basic structure of Power Purchase Agreements, Site Leases, EPC Agreements, Renewable Energy Credit contracts, and other necessary renewable energy project contracts.
- Motivated by challenges and the need to develop solutions.
- Strong familiarity with key governmental policies affecting solar energy projects, including state level policy in our key markets.
- Ability to handle many competing demands and projects simultaneously in a fast-paced and high demand work environment.
- Demonstrated financial and basic Excel modeling skills necessary to evaluate projects and proposals.
- Strong, proven negotiating skills.
- Ability to think critically and express ideas clearly, concisely and logically, including strong business writing and oral presentation abilities.
- Excellent history of job coaching in support of staff development and succession planning goals.
- Strong leadership skills with the proven ability to lead and execute business initiatives and provide tactical planning in addition to driving strategic change when necessary.
- Ability to maintain a trusted and collaborative relationship with senior executives across the Company.
- Ability to travel approximately 30% of the time, although typically not over weekends or holidays.

### **Education, Experience and Certifications**

- Bachelor's degree required
- A Master's degree in Business Administration, engineering, finance or economics, is preferred.
- At least eight years' experience in sales or business development in the solar energy industry.
- Minimum of five years' experience managing staff.
- Experience in at least five state solar energy markets with successfully closed transactions.



## **About New Energy Equity**

Founded in 2013 and headquartered in Annapolis, Maryland, NEE develops and oversees solar power generation assets, providing clean electricity to commercial, industrial, municipal and utility customers under long-term contracts. NEE successfully installed 60 MW of new solar capacity in 2018, part of an overall development portfolio of over 200MW since 2013. In 2019, we were ranked as the sixth largest developer in [Solar Power World's](#) Top Solar Contractors list, recognizing hundreds of solar contractors and developers across the United States. NEE was also identified as the fourth largest commercial solar contractor nationwide.

We offer an engaging and supportive work environment, with professional development, challenging careers, and competitive compensation. We are an Equal Opportunity Employer. Employment decisions are made without regard to race, color, religion, national or ethnic origin, gender (including pregnancy), sexual orientation, gender identity or expression, age, disability, veteran status or any other characteristics protected by law. Candidates must be legally authorized to work in the United States to be considered.

Submit resumes to [Jlanghus@newenergyequity.com](mailto:Jlanghus@newenergyequity.com).