



ECLIPSE SOLAR PROJECTS
Renewable Energy

Job Title: Project Development Manager

Line of Business: Renewables

Location: United States, Austin, Texas

Position Status: Full-time, Salaried

JOB SUMMARY:

Eclipse Solar Projects is a wholesale generator of electric power through renewable energy from the sun. We develop, finance, operate, and own solar power plants in North America by partnering with communities, landowners, and farmers to develop solar (PV) facilities that generate electricity through newly developed technology and potential battery storage operations. Our vision for the company makes us optimistic that North America's energy future is a new era of energy leadership, and one which we can shape. We are committed to providing clean, low-cost energy while making a positive social and environmental impact in our community.

We truly have a great start and foundation with ESP's group and are looking to continue adding hard-working, detail-oriented, and intelligent leaders to join our team.

We are a Founding, Inaugural Member of Greentown Labs HTX - the largest climatetech incubator in North America – and work tirelessly with them to promote clean technology, sustainability, funding opportunities, entrepreneurship, and by strongly supporting our fellow Founders throughout the organization in both Boston and Houston.

JOB OVERVIEW:

Eclipse Solar Projects is seeking an Austin, Texas-based Project Development Manager who shall oversee the development and execution of plans for new generation facilities of utility-scale solar projects. This person would directly impact our goal of aggressively growing our renewable energy asset production. This person will be working with leadership in order to drive origination and business development efforts directly impacting the company's bottom line. They will also coordinate allocation of resources, schedules, and technical adequacy, ensuring the project - or transaction - is completed in the most cost effective and competitive manner. This person participates in all aspects of the business deal and ensures the project is completed on time and within budgetary constraints.

Most days would include performing market analysis, developing leads, listening to potential customers' specific goals and needs, managing consultant and broker relationships, designing offers, negotiating deals, and developing proposals that solve real problems.

PRIMARY ROLES & RESPONSIBILITIES: Project Development/O&S/Business Development

- Serves as Project Development Manager in the process of structuring, negotiating, and closing project-level transactions including Power Purchase Agreements and development asset acquisitions.
- Solicit and procure deliverables from external consultants, manage consultants to ensure high quality deliverables are provided on-time and within project budgets.
- Leads and facilitates the day-to-day transaction process to ensure timely completion as well as a cost effective and competitive result.
- Coordinates key functions such as financial feasibility analysis, engineering/design, project legal review, permitting activities, and financial negotiations.
- Supports due diligence activities with other internal groups to ensure proper analysis and structuring of assigned projects.
- Acts as liaison between internal and external specialists regarding procurement, contracting, permitting and interconnection.
- Assists in the construction of contractual arrangements for project development.
- Participates in negotiating agreements with consultants and subcontractors.
- Ensures compliance with applicable technical and regulatory requirements.
- Fosters external relationships with customers, third parties, and members of the community by community outreach, public presentations, contract negotiation, and communications across the wide spectrum of outside partners such as: landowners, local and state government representatives, community members, suppliers, etc...
- Succinctly communicate the economics and key contract terms of potential deal structures to other team members.
- Interact directly with customers and counterparties in support of origination activities and closing transactions.
- Performs other job-related duties as necessary.

QUALIFICATIONS: REQUIRED SKILLS, EXPERIENCE, & EDUCATION:

- Bachelor's degree in engineering, business/economics, or energy-related field a requirement.
- 5-10+ years of work experience within a transactional energy environment that is applicable to renewable energy, primarily solar PV and utility-scale markets in the United States.
- Demonstrated experience with power project management, energy analysis, and deal origination.
- Experience in the renewable energy industry and power markets required.
- Familiarity with CAISO and ERCOT power markets and bilateral market regions.
- Presenting your projects and updates to leadership and providing input and expertise on a daily basis to SMEs as the project leader of a collaborative and dynamic team.
- Travel across sites extensively and be given the chance to dive into the process and progression of ongoing projects.
- Direct interaction with customers and counterparties that show proven analytical skills and presentation skills.

- Valid driver's license and ability to drive.

BENEFITS:

- Comprehensive medical, dental, and vision insurance
- Flexible PTO policy

PHYSICAL DEMANDS AND WORK ENVIRONMENT:

Remote and/or face-to-face interactions with our team at various locations and environments, which include construction sites and locations throughout the site identification process.

EXPECTED TRAVEL:

Estimated at ~25%, depending on client demand and project needs. An appropriate vehicle, or reimbursements, will be provided specifically for travel days.

RECRUITMENT PROCESS + NEXT STEPS:

Please attach and send your resume, a one-page cover letter, a list of three references, and brief answers to the three questions below to Eclipseholdings@aol.com. The subject of your email should be **“Project Development Manager - Application: Your Name”**.

YOUR COVER LETTER MUST ADDRESS:

1. Why are you a good fit and why would we be better off having you join us?
2. What are the tools/platforms you are comfortable using for project management?
3. Salary requirements.
4. The date (or range of dates) you would be available to start.

EQUAL OPPORTUNITY:

Eclipse Solar Projects seeks to fully represent our community and constituencies – particularly low-income communities and communities of color – to amplify those voices and provide opportunities to participate in the direction and leadership of the organization. We actively encourage candidates from broad, diverse backgrounds to apply.

Eclipse Solar Projects is an Equal Opportunity Employer and we do not discriminate against any employee or applicant for employment because of race, color, sex, age, national origin, religion, sexual orientation, gender identity and/or expression, status as a veteran, and basis - or disability - or any other federal, state, or local protected class.