

Spring 2022 Business Development Intern at Pecos Wind Power - Job Description

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About Pecos Wind Power + Role Summary:

Founded in 2017, Pecos Wind Power is an early-stage wind turbine manufacturer developing a community-scale, 85kW distributed wind turbine (the PW85). The PW85 is designed for onsite renewable power generation at commercial and industrial businesses, schools and universities, agricultural facilities, municipalities, and communities. These turbines are located at customer facilities and provide electricity directly to their onsite operations. In this role, you will identify, connect, and qualify these potential customers. In the process, you will learn the ins and outs of the distributed energy landscape and make a meaningful contribution to the clean energy future.

What you'll do:

- **Prospecting:** identify prospective turbine sites and customers by evaluating site wind resource, available land/space, and interconnection specifications
- **Prospect Research:** identify appropriate decision makers and gather key prospect information
- **Customer Outreach:** contact decision makers, make the pitch, and schedule discovery meetings
- **Site Assessment:** utilize internal resources and tools to estimate site-specific performance data/metrics and prepare customer communication materials

Who we are looking for:

- Rising senior or graduate student in business administration, economics, or a related field
- Entrepreneurial, results-driven individual with a desire to be coached and achieve goals
- Demonstrated track record in prospecting, outreach, or others sales-related activities
- Baseline experience in financial modeling and analysis
- Baseline knowledge and a strong interest in the energy sector, solar, and/or wind power
- Excellent attention to detail, communication, time management, and presentation skills

Preferred Experience:

- 1-2 years' experience in customer development, outbound sales, and/or business development
- 1-2 years' experience in the renewable energy sector
- Experience with HubSpot or a related customer management software.

Location:

Remote (Massachusetts-based) or Greentown Labs (444 Somerville Ave, Somerville, MA 02143).

Contact:

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