

Project Development Manager

SolarKal is looking for a self-driven and motivated individual to join its project execution team and support the company as it enters its next crucial growth phase. This is a rare opportunity to join a fast-growing solar energy company with a proven track record, established clients, and several accolades and awards under its belt. This position will report directly to the Vice President of Product and work closely with the company's senior leadership. This position requires a unique blend of client-facing skills and technical expertise, and involves project management, technical and financial feasibility analysis, and creating and presenting strategic solutions to clients.

About SolarKal

Founded in 2015, SolarKal is the leading marketplace for commercial solar in the US, connecting organizations to solar energy providers who compete for their business. Over the past 5 years, SolarKal has advised on over \$150M of solar projects across 15 states, serving as the procurement advisors of businesses, commercial real estate owners, and non-profits, in their switch to solar. SolarKal's proprietary, tech-driven solar procurement platform has over 150 solar providers that bid on projects from \$200K-20M, and compares dozens of variables in a simple apples-to-apples format for the client. By working with SolarKal, our clients get access to a vast network of vetted solar companies that have completed thousands of projects with Fortune 500 companies.

Job Description:

This is a full-time position. This position will have a variety of responsibilities which include:

- Prepare and present comprehensive solar strategies to clients, often advising C-suite level executives on how to go solar.
- Conducting analysis on customer energy data, utility rates, and the client site to determine financial and technical feasibility of the solar project;
- Building financial models to illustrate various financing solutions available to clients, highlighting the various value streams of solar;
- Managing solar RFPs using SolarKal's solar procurement platform. Analyzing solar proposals from our solar partners, building comparison tools, and advising the client on selecting a vendor;
- Supporting the sales team on presentations and policy research.

Key Qualifications

Candidates who qualify for this position will be ambitious, self-motivated and comfortable working in a small, partially remote, company environment.

If you possess the following, we'd like to hear from you:

- Minimum of 2 years experience in solar project development, solar project finance, or other relevant technical or research roles;
- Graduate degree (MBA, public policy, engineering, or comparable) preferred, but not required;
- Self-motivated with a go-getter mentality; experienced in small organizations preferred;
- Strong analytical, research and data analysis skills, including comfort with Excel and Power Point;
- Ability to clearly communicate complex technical information;
- Comfortable traveling regionally.

Job Benefits

- Casual, entrepreneurial, comfortable, fun and proactive with an accountable, high performance, and results oriented work environment;
- Access to senior leadership and ability to make an impact both internally, and for clients;
- Be part of a fast-pace, fast-growing company with a proven track record;
- Work on something exciting, changing rapidly, and ultimately helping the planet.