

SolarKal is looking for a self-driven and motivated individual to join its Corporate Development 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 that is completing its first institutional fundraising round. The intern will work closely with the company's senior leadership (CEO & Director of Corporate Development) to build out the company's corporate development functions and develop corporate strategy. This would involve working on a variety of activities such as corporate strategy, financial and solar modeling, and working with external investors and our board of directors.

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 (5 days a week) internship. The intern will have a variety of responsibilities which include:

- Learning the basics of solar economics, including building financial models to illustrate 25-year cash flows of the solar project, highlighting the various value streams of solar to clients
- Helping to prepare and present the key performance indicators of our business to investors and our board of directors
- Contributing to the ongoing development of SolarKal's reporting suite, including income statement / balance sheet / cash flow statement analysis
- Participating in and driving value for our corporate strategy and capital allocation meetings

Key Qualifications

Candidates who qualify for this position will be ambitious, self-motivated and comfortable working in a start-up environment.

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

- Minimum of 1 year of professional experience with financial modeling (income statement / balance sheet / cash flow statement) and experience with performing competitive analyses
- Prior investment management, consulting, banking experience strongly preferred
- Current MBA is a plus
- Self-motivated with a go-getter mentality
- Strong analytical, research and data analysis skills, including proficiency with Excel
- Ability to work with limited information and generate value independently
- Comfortable traveling regionally

Job Benefits

- Gain extreme familiarity with both business and solar economics – be part of the post-investment growth phase and learn how startups evolve.
- Casual, entrepreneurial, comfortable, fun and proactive with an accountable, high performance, and results oriented work environment.
- Free training and mentoring on corporate strategy, solar energy industry, incentives, tax issues, finance, prospecting, networking, sales, developing pipeline, closing, etc.
- Work on something exciting, changing rapidly, and ultimately helping the planet.