

Product Development Intern (Summer 2023)

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. The intern will work closely with the company's senior leadership (CEO & Director of Product) to build out the company's service offerings to clients. This would involve working on a variety of activities such as, client deal structuring, financial modeling, energy policy research, and partnership development.

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:

- Conducting analysis on customer energy data, utility rates, and the client site to determine financial and technical feasibility of solar
- Supporting the sales team in analyzing client profiles and structuring project financing options that best fit the clients' needs
- Building financial models to illustrate 25-year cash flows of the solar project, highlighting the various value streams of solar to clients
- Identifying key new markets and services through research of state and federal policies and programs
- Participating in meetings with solar partners and building materials for partner onboarding process

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 years of experience in project finance, solar project development, or with an electric utility
- Self motivated with a go-getter mentality
- Strong analytical, research and data analysis skills, including comfort with Excel
- Ability to work with limited information and generate value independently
- Comfortable traveling regionally

Job Benefits

- Casual, entrepreneurial, comfortable, fun and proactive with an accountable, high performance, and results oriented work environment.
- Free training and mentoring on the 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.