



Title: Director of Partner Business Development

Reports to: VP of Partner Development

Location: United States or Boulder / Denver Colorado area

Overview: The Clean Energy Collective (CEC), the nationally leader within community solar, desires to create a strong partner channel to extend its reach of CEC-based Solar Gardens (SG). CEC partners will work to establish SGs in their own markets: working with utilities, local supporters, identifying and securing sites, funding the SGs and marketing and selling the SG panels to area residential and corporate customers. The Director of Business Development will serve the partner channel to establish development partners, including utility partners, and to assist such partners with creating successful solar gardens in a timely fashion.

Establish partners: contact targeted partner organizations to present the CEC / SG value proposition and to move them to business and contract commitment to the CEC and the creation of SGs within their market focus. Additionally, qualify potential partners that have contacted the CEC to select and pursue those that are good fits for the CEC Partner Program.

Create partner success: as the CEC's lead liaison to partners, assist the partner organizations in all aspects of developing the SGs: providing guidance to the partner's market strategy, streamlining the partner's approach to create SGs, directly supporting the partner with utility and stakeholder efforts, providing input for land acquisitions, facilitating financial analysis assistance and all other CEC corporate support initiatives, overseeing the design and construction processes and providing guidance and oversight for customer sales and marketing initiatives.

Required skills: strong background of understanding how businesses work, phone and presentation skills, business development / strategic sales experience of \$100,000+ solutions to company execs, clear and concise communicator, comfortable with accessing and working with C-level personnel and navigating through large organizations, self-motivated, tenacious, able to work with minimal supervision, able to travel as needed (2-5 times a month), utility and energy experience helpful but not required.

Location: the right candidate can be located nearly anywhere in the United States, although preference will be given to local candidates. The CEC's new headquarters is being located in the Denver to Boulder corridor.

Compensation: Base plus commission, commensurate with experience, with total earnings expected in excess of \$200,000 / year.



The Candidate

The successful candidate will be pro-active, aggressive, and a self-directed individual who thrives on the challenge of a fast growth, rapidly evolving and complex market. This individual will have an outstanding track record with broad general management skills with particular emphasis on strategic sales and project development. Experiences in renewable energy, development of energy generation sources and solar familiarity are also beneficial, but not required. The ideal candidate will have proven success in growing revenues and scaling business, preferably through partner channels, as well as proven success building and managing a sales funnel to support forward looking revenue goals.

This candidate will be an effective sales leader with the ability to gain high-level access to potential partners. Experiences with regulatory bodies that may have an impact on markets and strategic directions for the company are a plus. A strong existing network within the utility and/or energy development industries is also a plus.

The individual must possess a strategic sales background and bring a clear and demonstrable record of credibility in deriving business models and strategies for a new region. It will be helpful, although not required, if the individual can demonstrate outstanding achievements in the utility, renewable energy and construction markets.

Personal credibility, enthusiasm and a flair for communication are essential, together with excellent motivational skills and a collaborative approach to achieving objectives. This is a role of extraordinary scope and potential in a rapidly progressive and expanding business within the dynamic renewable energy marketplace.

Key Responsibilities:

- Plan, develop, and implement strategies for expanding the company's partner program footprint, generating revenues for the company in key areas (channel development).
- Develop a sales plan to advance the company's mission and objectives in the partner channel and to promote revenue, profitability, increased shareholder value and growth as an organization.
- Develop a business plan and subsequent deal pipeline of partners and partner-based projects to progress and attain revenue objectives, revising objectives and plans in accordance with changing business conditions where necessary.
- Develop and maintain an in-depth knowledge of current and pending utility programs with the intent of leveraging existing relationships to drive explosive growth.
- Understand and guide the development of renewable energy projects with an eye toward current and future incentives.



- Support a comprehensive market persona for the company and lead representation in the partner channel. Be a visible, outward-facing company representative to partner customers, partners and constituents.

Qualifications:

- A proven track record of successfully building a ground floor business as a senior business development Executive.
- Entrepreneurial approach with seasoned background, the individual must have the ability to articulate the vision for the business within the partner channel and execute accordingly.
- A current and effective Rolodex within utilities and renewable energy developers (not a must) and the ability to drive relationships that: a) leverage a proven infrastructure and existing relationships; b) take advantage of current and planned utility programs; and c) capitalize on community solar opportunities.
- Comprehension of utility REC programs and their impact on the geography.
- Exhibit strong natural leadership abilities that encourage a team-based environment, and an excellent track record in achieving a positive impact on both internal and client organizations.
- Possess a strong presence with excellent people management skills
- Ability to easily balance competing priorities, complex situations, and tight deadlines.
- The candidate will possess high quality standards and exceptional attention to detail.
- Ability to develop and deliver presentations and to travel nationally as needed.
- High level of integrity and professional conduct.

The Company

The Clean Energy Collective is leading the nation with the first community-owned solar farms, opening solar ownership to a market 7x larger than traditional solar with nothing on the customer's home or business and credits directly on their bill through the CEC's proprietary RemoteMeter system. The CEC is growing quickly and is poised to be the dominant player in this new realm: the future of solar. As such, the CEC is looking for key individuals that are passionate about exponentially expanding the clean energy market and being part of the CEC's future success. For more information on the CEC, visit www.cleanenergycollective.com.



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Contact

Please send resumes to jobs@cleanenergycollective.com. No phone calls please.