



Project Development Director/Senior Director

SolarKal is looking for a self-driven and motivated individual to join its project execution team as it seeks to drive 100+ MW of national C&I solar projects to completion. 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 work closely with the company's senior leadership to guide enterprise clients through to successful solar projects. This position requires a unique blend of C-suite level client-facing skills, technical expertise, and the ability to develop 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 7 years, SolarKal has advised on over \$250M 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 200 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:

- Oversee the development of comprehensive solar strategies for corporate and real estate clients, advising executives on integrating solar into their national portfolios of properties.
- Guide clients through the project development cycle, including managing project qualification and all analysis of customer energy data, property details, and policy.
- 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 solar developer;
- Build and enhance internal processes and strategy, working cross-functionally to improve and expand SolarKal's service-offerings to clients.

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 8 years experience in C&I solar project development, solar project finance, or other relevant roles in real estate, management consulting, or sustainability consulting;
- Graduate degree (MBA, public policy, engineering, or comparable) preferred, but not required;
- Self-motivated with a go-getter mentality; ability to operate independently with highest level of integrity;
- Proven track record successfully guiding corporate and real estate clients on solar projects, comfortable navigating corporate decision-making process, qualifying projects, and presenting solar strategies.
- Comfortable traveling regionally.

Job Benefits

- Casual, entrepreneurial, comfortable, fun and proactive with an accountable, high performance, and results oriented work environment;
- 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.
- Benefits package including subsidized healthcare (medical, dental, vision), 401K plan, Flexible Spending Account, and equity options pool