

SENIOR PROJECT DEVELOPER, SOLAR & STORAGE

New York State

Overview:

Greenwood Sustainable Infrastructure (GSI) is focused on development, engineering, financing, construction and operation of solar PV and energy storage projects with capacities from 1MW to 100MW in Canada and USA. GSI is seeking a champion for renewable energy development in our key market state of New York.

We are seeking a renewable energy professional who is aligned with GSI's key operating philosophy of being a dedicated steward of the land, fostering long lasting relationships and supporting environmentally positive projects that benefit all stakeholders involved. This individual will be responsible for developing a portfolio of NY Community Solar projects with the support from GSI's in-house teams.

This full-time permanent position will be remote based with a high degree of necessary, role-based travel and periodic travel to both our Canadian and U.S. based offices. The position will be primarily focused on New York but may require some additional responsibilities in other markets across GSI.

This full-time permanent position will be a work-from-home role ideally based out of New York State or northeastern USA with access to our head office in Manhattan.

Key Responsibilities Will Include:

- Independently lead the development of multiple New York community solar and battery energy storage sites through all phases of the project development lifecycle to achieve Notice to Proceed.
- Meet in-person and build valued relationships with County and Town staff to facilitate zoning/land-use approvals, PILOT agreements, Host Benefit Agreements, Building Permits, Special Use Permits, etc., as required.
- Meet in-person with signed Landowners and build a trusted relationship.
- Support interconnection application process with local utilities and leverage experience to create efficiencies in process and mitigate risks.
- Work collaboratively with GSI's engineering team and external engineering consultants to ensure that site layouts, site plans and civil design satisfy local permitting requirements, landowner expectations and other parameters while also being cost-competitive and aligned with market standards.
- Meet proactively with neighbors and stakeholders who are impacted by the project and identify ways to mitigate concerns.
- Work with GSI's Strategic Capital team to prepare, optimize and conduct sensitivity analyses for financial models and prepare accompanying investor materials regarding project status.



- Manage subconsultants (environmental services, surveyors, etc) to prepare required deliverables for financing and contract approvals.
- Mentor and guide growth of Project Development Associates and Project Developers and in the future provide direct supervisory role in key markets.
- Implement best project management practices to track and report on portfolio status, risks, development budget and schedule.
- Build a project plan and report quarterly on project progress.
- Utilize company CRM to track key correspondence and project milestones.
- Educate stakeholders about the benefits of solar power and battery energy storage while also competently and confidently addressing their concerns.

Key Attributes:

- Degree or diploma in project management, engineering, environment, business or construction administration.
- 8+ years of experience in Project Management, Engineering, or Development of Renewable Energy Projects with at least 3 years of specific solar development experience in USA.
- Knowledge of complete renewable energy project lifecycle, power policies, power market, power technologies, trends and solar development risks/challenges.
- Ability to read and interpret electrical single-line-diagrams and basic layout drawings.
- Comfortable interpreting and modifying detailed legal agreements.
- Effective trouble-shooting and problem-solving abilities with a collaborative working style.
- Strong and positive negotiator.
- Strong verbal and written communication skills and comfortable making presentations to groups.
- Proficiency in Microsoft Office and familiar with scheduling and CRM tools.
- Capability to work under pressure with a sense of urgency while prioritizing workload.
- Experience managing projects with development budgets exceeding \$1M.