



## Primergy Solar, LLC

<b>Job Title:</b>	Manager	<b>Position Type</b>	Full Time
<b>Department/Group:</b>	Origination and Power Marketing	<b>HR Contact:</b>	Sara Deslierres
<b>Location:</b>	Flexible / Oakland, CA -HQ		
<b>Applications Accepted By:</b>			
<b>FAX OR EMAIL:</b> <a href="mailto:sd@primergysolar.com">sd@primergysolar.com</a>		<b>MAIL:</b> HR Primergy Solar, LLC 555 12 <sup>th</sup> St, Suite 110 Oakland CA 94607	
<b>Company &amp; Job Description</b>			
<p>Primergy Solar is focused exclusively on acquiring, developing, and owning solar, and solar + storage, and stand-alone storage assets in the North American market. Primergy is wholly owned by Quinbrook Infrastructure Partners – a \$1.6 billion private equity fund specializing in investing in renewable energy, and has significant growth trajectory over the next several years. Primergy Solar is an equal opportunity employer and committed to a diverse and inclusive workplace and equal pay policies-- we welcome all applicants regardless of race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, or veteran status. We offer competitive benefits including paid parental leave, 401k matching, flexible work schedules, a supportive work environment, and most of all the opportunity to build something new with a creative and fun team.</p> <p>Primergy is growing our small, experienced team to manage the significant growth in our business. We offer a fun, entrepreneurial culture, competitive compensation, and the opportunity to work with an experienced, achievement-oriented team.</p>			
<b>ROLE AND RESPONSIBILITIES</b>			
<p>The Manager of Origination and Power Marketing will be responsible for marketing Primergy’s solar and solar + storage projects to various customers and being a vital part of the team in conducting due diligence during the acquisition of projects and development assets. The successful candidate will be responsible for successfully supporting the negotiations of agreements for various off-take structures, including PPAs, virtual PPAs, and alternative off-take arrangements, as well as be responsible for coordinating with management on projects, energy products, pricing, and risk management. Responsibilities also include understanding market rules, providing strategic direction, and analyzing competitive issues. Experience in originating, pricing, analyzing, structuring, and negotiating solar and solar plus energy storage off-take agreements is strongly preferred. A range of contacts and relationships with IOU, Coops, Munis, Public Power, CCAs, Corporate, and IPP energy off-take parties is preferred. The job holder will be expected to know and understand all regional RTOs/ISOs, and other regulatory entities in the US market, as well as to represent the Company in local, regional and national markets and industry forums.</p>			
<b>Responsibilities include:</b>			
<ul style="list-style-type: none"> <li>• Support Primergy’s origination and power marketing strategy to secure renewable energy sales to achieve Primergy’s overall goals.</li> </ul>			



- Provide market intelligence feedback, market assessments, and off-take strategies to M&A and Development teams to inform Primergy's acquisition strategies.
- Identify, build and initiate bilateral contract relationships and negotiations with potential off-takers.
- Review and evaluate requests for bids (RFPs/RFIs) and work with the team to respond with proposals, pricing, term sheets, issues lists, and redlined definitive documents sufficient to engage the end-user and start the negotiation process.
- Either support or lead the negotiation of definitive documents with off-takers, including PPAs, virtual PPAs, and other energy product agreements.
- Develop and maintain relationships with business leaders and executives among Primergy's identified key customers.
- Lead, inspire, and empower highly energetic and results-driven teammates.
- Other duties as assigned
- Approximately 30% travel required

#### **EDUCATION AND EXPERIENCE REQUIREMENTS**

- Requires a Bachelor's degree in Business, Marketing/Sales, Engineering, or similar discipline. A graduate degree is preferred.
- 4-6 years of experience in US power finance, trading, origination, sales & marketing, or comparable experience is required. Solar development and power marketing experience are preferred.
- Previous experience working in a commercial negotiation environment with excellent customer-focused, commercial management, negotiation, and influencing skills, is required.
- Working from a base other than Oakland, CA is a possibility for the right candidate

#### **SKILLSET**

- Honesty, transparency and integrity.
- Requires strong knowledge of the power and renewable energy market dynamics. Preference for solar experience in US competitive wholesale electricity markets as well as vertically integrated markets.
- Experience either supporting or leading the negotiation of power and/or renewable energy deals is required.
- Requires the ability to stay current with changing technologies, regulations, and trends influencing the continued adoption of renewable energy.
- Skills and knowledge with a combination of renewable energy technologies are required.
- Commercial mindset, strong prioritization, communication, and organizational skills are required.
- Extensive knowledge of the full-cycle of utility-scale renewable power generation development and marketing.
- Solid understanding of economic drivers within our business.
- Ability to quickly step into new tasks and adapt to unique circumstances in a dynamic environment.
- Successfully operating in a geographically dispersed organization is a plus.  
Strong personal relationships and reputation in the power and/or renewable energy industry.  
Willingness to work extended hours, when necessary

Primergy Solar is an equal opportunity employer and committed to a diverse and inclusive workplace. We welcome all applicants regardless of race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, or veteran status.