



Primergy Solar, LLC

Job Title:	Director	Position Type	Full Time
Department/Group:	Origination and Power Marketing	HR Contact:	Sara Deslierres
Location:	Remote / Oakland, CA -HQ		
Applications Accepted By:			
EMAIL: sd@primergysolar.com		MAIL: HR Primergy Solar, LLC 1901 Harrison St Suite 1600, Oakland, CA 94612	
Company & Job Description			
<p>Primergy Solar, LLC is a developer, owner and operator focused on both distributed and utility scale solar PV and battery storage projects in North America. Primergy Solar features a diverse and talented team with decades of experience in renewables project development, financing, construction and operations. It is currently managing and progressing a significant portfolio of operational and development stage solar+ battery storage projects. Primergy Solar is a portfolio company of Quinbrook Infrastructure Partners and represents Quinbrook’s principal solar and solar plus energy storage investment platform in North America.</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> <p>ROLE AND RESPONSIBILITIES</p> <p>The Director of Origination and Power Marketing will be responsible securing offtake agreements for Primergy’s portfolio of solar and solar + storage projects with various customers, including developing strategic partnerships with customers deploying significant additional load in the United States. This person will be a vital part of the team in conducting due diligence during the acquisition of projects and building the development strategy. The successful candidate will be responsible for negotiating 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: providing strategic direction, staying abreast of market rules, and analyzing competitive issues. The job holder will be expected to know and understand 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> <p>Responsibilities include:</p> <ul style="list-style-type: none"> • Execute renewable energy sales to achieve Primergy’s overall goals. • Provide market intelligence feedback, market assessments, and off-take strategies to M&A and Development teams to inform development & acquisition strategies. 			



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- 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 pricing.
- Work closely with the commercial strategy team on project valuation, risk management, and structuring innovations.
- Lead 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

- 8+ years of experience in US power finance, development, trading, origination, 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 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. A range of contacts and relationships with IOU, Coops, Munis, Public Power, CCAs, Corporate, and IPP energy off-take parties is preferred.
- Willingness to work extended hours, when necessary

At Primergy we are committed to providing and maintaining a workplace that is free of known hazards. To better safeguard the health of our employees and their families, our customers and visitors, and the broader community, we have implemented a mandatory COVID-19 vaccination policy. All new hires must be fully vaccinated by their hire date. Proof of vaccination will be required



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prior to start. Consistent with applicable law, reasonable accommodation will be considered in response to requests.

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.