



Megawatt Recruitment Overview:

Megawatt Recruitment is a specialist recruitment firm that works with leading US and international firms to attract top talent for jobs in Renewable Energy, Carbon Capture, and related fields.

Employer Overview:

Since the company's founding in 2009, the primary business has been solar energy development, focused on origination and development of distributed generation projects. Through partnerships with investors/developers, landowners/brokers, and consultants/engineers, the company has been involved in the development of 110+ projects that are operational or under development, comprising 495+ MW of generation capacity, across 11 states. The company plans to continue growing its development pipeline in existing and new markets across the US.

Position Overview:

As the first **C&I Solar Marketer and Originator**, you will be responsible for driving a new line of business focused on securing project opportunities in the commercial and industrial (C&I sectors). In this role, you will be expected to source and nurture new relationships, educate corporate executives, and sign rooftop lease agreements.

Job location: Fully remote from anywhere in the USA

Reporting to: Senior Project Developer

Key Responsibilities:

- Generate leads for enterprise-level clients, targeting businesses with multiple facilities or facilities management companies that manage multiple facilities on behalf of business customers
- Create marketing materials to be used in online marketing, mail marketing, and in-person marketing such as energy efficiency events
- Perform cold outreach and convert these into warm leads
- Qualify leads and qualify their facilities in terms of interconnection, permitting, feasibility studies, and preliminary system layout for sizing
- Meet with business customers to pitch leasing their rooftops for solar
- Prepare multi-year lease quotations
- Negotiate Notice of Intent to Lease (NOI-L) agreements paying close attention to transferability clauses
- Keep abreast of incentives in various markets and utilities areas that would enhance your value proposition
- Build a network of people who can give you referrals such as commercial real estate agents, REITs, and fellow business development professionals who work with commercial rooftops (ex: sealcoating companies)

Requirements:

- Accustomed to delivering 20 signed NOI-Ls per year in a competitive market
- Strong network of facilities managers and facilities management companies
- Willing to cold call upwards of 200 potential clients per year

Benefits:

- Fully-remote
- 1099 position on monthly retainer, ultimate freedom to manage your priorities and achieve work-life balance
- Generous profit-sharing on project originated

If you believe this opportunity is right for you, please send your CV to:

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Visit us at www.MegawattRecruitment.com