

## **JOB SEARCH / CAREER SEARCH SUMMARY**

*One of the top growing commercial scale solar developers that builds, owns and operates commercial scale solar energy systems in the United States, is looking for a VP of Execution for the East Coast - New York, New Jersey, Connecticut Tri-State Area, specifically in the New York City, New York and surrounding areas.*

## **POSITION NAME**

*VP of Execution*

## **CLIENT COMPANY NAME**

*Confidential until Interview is scheduled.*

## **ABOUT THIS COMPANY**

### **Who is this company?**

*One of the top growing commercial scale solar developers and solar integrators on the East Coast.*

### **Type of Industry this company is in?**

*Solar / Photovoltaic / Renewables / Cleantech*

### **Age of company and how large?**

- \$30 Million+ organization*
- 5+ years in business*

### **Competitive advantages, value proposition and differentiators of this company?**

- One of the top growing commercial scale solar developers that specializes within the commercial / retail space.*
- Unparalleled vertically integrated, turn-key development process.*
- Financially well backed and strong balance sheet.*
- Significant upward mobility within organization.*
- Direct access to Founder and CEO.*

### **Growth of company?**

*Going through incendiary growth. Will double in volume and employees in the next twelve months.*

## COMPENSATION PACKAGE

### Base salary?\*\*\*

\$125,000 to \$150,000 (\$125k - \$150k)

### Bonus potential and / or Equity?

*Bonus potential – 50% of Base Salary*

*Equity to start – Initial equity grant plus Stock Options annually*

*\*\*\*\$1M to \$1.5M Equity value realistically in 3 to 4 years\*\*\**

## SPECIFICS OF THIS POSITION

### Key responsibilities and objectives for ideal candidate?

- *Developing and maintaining relationships - both at a conceptual level with CEOs, CFOs, etc. as well as at a hands-on level with utility / facility / property managers.*
- *Implementing and executing a highly efficient deal execution process.*
- *Managing multiple live deals simultaneously, while developing and accessing others.*
- *Working closely with customer to understand and manage all substantive project issues around tax, legal, financial aspects of the deal.*
- *Interfacing with the Operations team on all structural and technical solar project aspects.*
- *Interfacing with Finance team to develop and structure customer-specific finance solutions.*
- *Quickly come up to speed on existing projects and current pipeline.*
- *Identify and pursue key business development opportunities.*
- *Develop, build and manage internal and external relationships.*
- *Foster an environment of cohesive teamwork that delivers best-in-class service and superior results to clients.*

### Key criteria and prerequisites this individual must possess?

- *Must be passionate about the renewable energy business, hardworking and thrive in the fast pace of an early stage company with tremendous growth potential.*
- *Minimum of 3 years investment banking experience preferably in the energy sector or successful Sales experience and track record with a commercial-scale solar developer.*
- *Proven ability to cultivate relationships and execute deals with senior management.*
- *Track-record of successfully executing complex transactions with multiple parties.*
- *Ability to motivate, manage and lead a team.*
- *Outstanding organizational and people skills.*
- *Understanding of engineering and renewable energy systems.*
- *Understanding of project and structured finance.*
- *Desire to play a key role building a high growth company.*

### Educational criteria and prerequisites?

- *MBA from top-tier school preferred.*

**Other possible Industries ideal candidate could come from?**

*Solar*

*PV Photovoltaic*

*Renewables*

*Cleantech*

**Other possible job titles ideal candidate might have now?**

*VP of Execution*

*Vice President of Execution*

*VP of Project Execution*

*Vice President of Project Execution*

*VP of BD*

*VP of Business Development*

*Vice President of Business Development*

*VP of Investment Banking*

*Vice President of Investment Banking*

*VP of Structured Finance*

*Vice President of Structured Finance*

*Corporate Investment Banking*

*Investment Banking*

*iBank*

*iBanking*

**Upward growth opportunity for ideal candidate?**

- *Significant upward mobility within organization*
- *Direct access to Founder and CEO*
- *Senior VP of Business Development, SVP of BD*
- *Senior VP of Sales, SVP of Sales*
- *C-Level Position on Leadership Team*

**Location of this position?**

*East Coast*

*Tri-State Area*

*New Jersey, NJ*

*Connecticut, CT*

*New York City, New York, NYC, NY*

## **INTERVIEW / HIRING PROCESS**

- *1st interview with CEO and President (phone).*
- *2nd interview with rest of Leadership Team and CEO and President (face to face).*

# TO DISCUSS THIS POSITION CONFIDENTIALLY

## NEXT STEPS...

*If you do not have a “current” resume, not to worry. Our priority is finding the ideal person.*

*If this is you, or possibly someone you might know and respect, and may be a good fit for this key position, please contact us today confidentially.*

*Even if you are currently working at another company, and want to learn more about this position, all inquiries will be treated with the strictest in confidentiality.*

## CONTACT

**JOSH RAE**  
**EXECUTIVE RECRUITER**  
**702.723.9777 MAIN**  
**702.723.9778 FAX**

[EXEC@JPIEXECUTIVESEARCH.COM](mailto:EXEC@JPIEXECUTIVESEARCH.COM)

[WWW.JPIEXECUTIVESEARCH.COM](http://WWW.JPIEXECUTIVESEARCH.COM)

