

Solar Business Development Arlington, MA

SunBug is a full-service solar solutions supplier engaged in the development, design and installation of rooftop, canopy and ground-mount systems. Our commercial team offers solutions to a diverse customer base of businesses and landowners.

We are looking for a smart, capable and enthusiastic Business Development Manager (BDM) to join our growing team. The ideal candidate will have solid experience in developing solar energy projects, and be highly organized, articulate and outgoing. The candidate will thrive in a competitive setting and embody SunBug's solution-oriented, consultative and straightforward approach with clients.

The successful candidate will engage with potential clients to design and develop solar solutions based on client needs, current financing solutions and technology, and incentives. As a SunBug commercial BDM, you will be expected to:

- Qualify potential clients
- Educate potential clients on how solar projects work economically and technically
- Analyze client energy usage and rate structure
- Conduct site surveys for potential clients, and document existing site conditions
- Using SunBug tools, develop financial models/cash flows for client systems
- Generate high-quality proposals
- Work closely with SunBug design and development managers to iterate system design, and assist with interconnection and permitting activities
- Assist clients as they move through the decision-making process, working with all stakeholders and iterating both design and proposal in accordance with new data and client decisions
- Prepare and negotiate contracts
- Commission projects once complete (to include: reviewing system specifications, contract terms, incentives, and service options)

The ideal candidate will have 10+ years of business experience, and 3+ years of solar experience. Candidates should also have excellent written and verbal communication skills, and a working knowledge of finance and investment metrics.

SunBug offers competitive compensation, health insurance benefits, 401k plan, and employee ownership opportunities. SunBug seeks long-term employees, and promotes professional development and career growth within our diverse organization. Submit resume to: jobs@sunbugssolar.com.