



## Commercial Solar Practice – Business Development Manager

SunBug Solar is a leading solar energy provider, headquartered in Arlington, MA, with over a decade of experience delivering high-quality craftsmanship and outstanding customer service to businesses, residents, non-profits, and landowners throughout the Northeast. As a Certified B Corporation, we are driven by a commitment to building a healthier energy system, creating a great place to work for our employees, and giving back to the communities we serve.

### Position Overview

SunBug is currently seeking a smart, capable, and enthusiastic Business Development Manager to join our growing commercial 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 and consultative approach to meeting our clients' needs.

### Primary Responsibilities:

- Drive commercial business development opportunities
- 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
- Problem solve as issues arise in a timely manner
- Prepare and negotiate contracts
- Serve as an important client liaison during and following construction

### Qualifications:

- 10+ years of business experience
- 3+ years of solar experience
- Highly organized with the ability to address multiple opportunities simultaneously
- Critical thinker and problem solver
- Excellent written and verbal communication skills

- Working knowledge of finance and investment metrics
- Strong negotiation skills
- Solid financial acumen

**The successful candidate will be:**

- Highly collaborative, a true team player
- Possess a customer-centric attitude
- Organized, detail-oriented, and analytical
- Disciplined contributor who brings out the best in those that work with him/her
- Responsive to both customers and colleagues

Job Type: Full-time based in Arlington, MA

**Benefits:**

- An exceptional working environment
- Health, vision, dental insurance
- 401(k) program with company matching
- Paid time off
- Professional development assistance