



SENIOR DIRECTOR OF PROJECT DEVELOPMENT

BlueWave is a clean energy fintech and project development company with a focus on solar photovoltaic (PV) development. BlueWave has approximately 500 megawatts (MW) of solar projects under development in New England, the Southeastern U.S., South Africa and the Caribbean. The company employs approximately 40 development, design, finance, policy and business development professionals worldwide and is headquartered in Boston, with offices in Charleston, SC, Cape Town, South Africa and the Bahamas. We have a particular focus on Massachusetts, where we currently have over 60 MW or \$150,000,000 of projects fully constructed and in excess of 100 MW of active project pipeline. Our team has extensive experience in developing environmentally responsible energy projects, deep knowledge of the public policies and financial incentives driving these opportunities, and the confidence of the public and private sector leaders who are instrumental in bringing these projects to fruition.

We are seeking a Senior Director of Project Development to manage several Massachusetts solar PV projects. This person will have full P&L responsibility in developing projects from initial site control to commercial operation, with particular focus on the design, permitting, financing and pre-construction stages. Success in this role depends heavily on proficiency in identifying, reporting and managing project risks and collaborating closely with internal and external members of the development team.

EMPLOYMENT

- Full-time salaried position with competitive compensation and corporate and personal incentives including health insurance and 401(k);
- Office-based employment at BlueWave's Back Bay office;
- Occasional regional travel to sites and meetings is required, including attendance at evening permitting meetings.

DUTIES

In collaboration with BlueWave's development, construction, asset management and interconnection groups, manage the development of several commercial-scale solar PV projects, including the following activities:

- Manage the P&L for each project under management from site control to commercial operation;
- Take primary responsibility for setting development strategy for projects under management;
- Establish strategy for building the development team, including management of contracting for third party engineering and consulting services;
- Build relationships and manage team interaction with Authorities Having Jurisdiction to ensure that projects address stakeholder concerns;
- Determine the approach and manage the development team to complete any other required approval processes, including negotiation of Tax Agreements with local municipalities;
- Manage the negotiation of definitive site control agreements including ground leases and/or purchase agreements;
- Manage the development team's support of financial due diligence processes and responses to requests for information related to projects under management;

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- Represent the development team in direct interactions with financial counterparties;
- Review and approve project budgets and schedules prepared by the internal development team members;
- Coordinate interconnection strategy with input from BlueWave's Director of Interconnection and manage development team's contributions to the utility interconnection process for projects under management;
- Oversee the transition of projects under management from predevelopment to construction in collaboration with BlueWave's Director of Construction;
- Oversee the transition of projects under management from construction to operation in collaboration with BlueWave's Director of Construction and Director of Asset Management;
- Manage project updates to internal stakeholders, analyze project risks and present projects under management to BlueWave's Investment Committee for funding authorization;
- Other duties for which the candidate is qualified.

This position reports to the Managing Director of Project Management and is supported by a project team that typically includes a Director of Project Management and a Development Analyst.

QUALIFICATIONS

Required:

- At least seven years of relevant professional experience in energy project development, real estate development, construction management, planning, civil engineering, architecture, or a related discipline;
- Familiarity with land-use regulations, building codes, and the development life cycle;
- Professional demeanor and sound presentation skills, ability to deliver organized and complete reports, and presentations; ability to speak at public meetings;
- Significant experience with negotiation of contractual agreements;
- Strong organization and interpersonal skills, focus on collaborating effectively with project stakeholders in and outside of BlueWave;
- Ability to self-start within a fast-moving, entrepreneurial environment;
- Demonstrated proficiency with conventional Microsoft office software tools;
- Willingness to learn about solar PV as needed;
- Driver's license and ability to travel to offsite meetings, including evening community and permitting meetings.

Preferred:

- Graduate degree or greater than ten years of relevant professional experience;
- Experience with distributed energy generation and working with utilities on distributed generation assets, especially solar PV, in New England and/or New York;
- Experience with Salesforce information management tools, typical project scheduling software, CAD and/or GIS.

For further information contact HR Director:
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