



**Job Description:** Director of Business Development

**Reports to:** Vice President of Business Development

OCI Solar Power is a respected solar power project developer, owner, and operator. We are seeking an experienced Director of Business Development to provide leadership for a growing organization in a fast-paced environment. This position is located in San Antonio, Texas and provides a perfect opportunity for a professional looking for interesting work within a small cohesive team within a larger family of companies. .

#### **JOB SUMMARY:**

Under general supervision by the Vice President of Business Development, the Director of Business Development will be responsible for originating, screening and successful closing of commercial offtake agreements. The Director of Business Development will also identify new target markets as well as devise and implement strategies for market penetration in these new markets. This position requires the ability to effectively represent the company in the external marketplace while also collaborating with internal company teams to build a customer and project pipeline in an accelerated fashion.

#### **ESSENTIAL FUNCTIONS:**

- Focus on growing the OCI Solar Power business in utility and wholesale power markets through the origination of new customer opportunities.
- Originate, negotiate and close Power Purchase Agreements, SREC sales contracts and other commercial offtake agreements.
- Serve as the commercial lead (working with the technical lead) responsible for identification and of favorable solar project sites.
- Interface with Finance Team on inputs into project financial model to properly price commercial offtake contracts. .
- Manage customer proposals (design, creation, internal review, submission, follow-up) and customer acquisition.
- Lead the company's response to RFPs, including defining methods to differentiate the company's proposal from other bidders.
- Manage projects through internal approval and then support project implementation while managing key stakeholder relations.
- Maintain accurate records of market outreach and customer communications through timely updates to Salesforce and periodic presentations to the company's Executive Leadership Team.
- Accountable for meeting timelines, budgets and business unit objectives.

#### **QUALIFICATIONS:**

- Bachelor's degree in Business, Engineering or other relevant area of study
- MBA preferred
- Minimum five (5) years of experience in the power or renewable energy/solar industry



- Demonstrated success in originating, screening and closing solar Power Purchase Agreements SREC contracts across several markets, particularly in ERCOT.
- Strong understanding of conventional PPAs, corporate PPAs and financial hedge contracts with ability to negotiate and close contracts involving these transactions structures.
- Significant experience creating proposal documents and devising compelling customer presentations.
- Background in wholesale power marketing is a plus.
- Excellent written, verbal and presentation skills.
- Travel required
- Valid Driver's license; acceptable driving record

OCI Solar Power LLC provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws. OCI Solar Power LLC complies with applicable state and local laws governing non-discrimination in employment in every location in which the company has facilities.