

Senior Solar Developer – New York State

Overview:

Saturn Power is focused on development, engineering, financing, construction and operation of solar PV, energy storage and wind power projects with capacities from 1MW to 100MW in Canada, USA, and internationally. Saturn Power is seeking a champion for renewable energy development in our key market of New York State.

Saturn is continuing to build a strong portfolio of 5 MWac Community Solar Projects in response to NYSERDA's NY-Sun Community Solar Program. We are seeking a renewable energy professional who is aligned with Saturn Power's key operating philosophy of being a dedicated steward of the land, fostering long lasting relationships and supporting environmentally positive projects that benefit all stakeholders involved. This individual will be responsible for developing a portfolio of Community Solar Projects in New York State with the support from Saturn's in-house teams.

Reporting to the Director of Solar Development, this full-time permanent position will be based out of New York State (western and central focused) and require travel to local NY project sites and also quarterly trips to our head office in Baden, Ontario, Canada.

Key Responsibilities will Include:

- Lead the development of multiple community solar sites through all phases of the solar project development lifecycle.
- Work collaboratively with GIS team and Land Procurement team to suitably site projects and facilitate negotiations with landowners for execution of our standard Option to Lease or Option to Purchase agreements.
- Manage interconnection application process with local utilities including National Grid, NYSEG, etc, and leverage experience to gain efficiencies and mitigate risks.
- Build valued relationships with County and Town staff to facilitate zoning/land-use approvals, PILOT agreements, Host Benefit Agreements, Building Permits, SEQR Negative Declaration, etc.
- Work collaboratively with Saturn's Engineering team to ensure that site layout and design satisfy local permitting requirements, landowner expectations and other parameters.
- Meet proactively with neighbours who are impacted by the project and identify ways to mitigate concerns.
- Manage the application process with NYSERDA NY-Sun to secure block incentives and/or community credits, when applicable.
- Work collaboratively with Saturn's Strategic Capital team to ensure that financial models are accurate and that investor materials regarding project status are complete and up to date.
- Manage subconsultants (environmental services, surveyors, etc) to prepare required deliverables for financing and contract approvals.

Key responsibilities continued on page 2



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Key Responsibilities *(continued)*

- Seek out Corporate & Industrial (C&I) off-takers and negotiate terms for anchor subscribers of the community solar projects.
- Implement best project management practices to track and report on portfolio status, risks, budget and schedule.
- Identify new opportunities for solar and solar+storage development in NY and neighbouring markets (Pennsylvania, New Jersey, etc).
- Effectively network, build and leverage relationships with other renewable power developers, Operations & Maintenance (O&M) contractors, subcontractors, policy makers, utilities, corporate off-takers and industry professionals.

Ideal Candidate Qualifications and Skills:

- Degree or diploma in project management, engineering, environment, business or construction administration.
- 15+ years of experience in Project Management, Engineering, Construction Management, or Renewable Energy Projects with 5 years of experience in the solar industry.
- Knowledge of complete renewable energy project lifecycle, power policies, NY renewable market, power technologies, and solar development risks/challenges.
- Strong verbal and written communication skills and comfortable making presentations to groups.
- Proficiency in Microsoft Office and familiar with scheduling and CRM tools.
- Experience managing projects with budgets exceeding \$5M.

You Align with the Saturn Power Vision if You Are:

- Passionate about the renewable energy business and sustainable practices;
- Able to thrive in the fast pace of a rapidly growing company working in new markets;
- Highly organized and accurate, with a keen attention for detail;
- A collaborative and engaging team member with demonstrated ability to work well with others;
- Highly energetic and results-driven with a strong work ethic and commitment;
- Able to earn the trust of colleagues & leadership by demonstrating high ethical standards & integrity;
- A highly adaptive learner who is capable of handling changing demands and priorities;
- An intuitive problem solver who views obstacles as challenges;
- A creative thinker who is able to generate and articulate unique concepts and ideas;
- A self-motivated starter who can work independently when necessary.



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