



## Clean Energy Sectors

- Solar
- Wind Onshore
- Offshore Wind
- Storage
- Transmission

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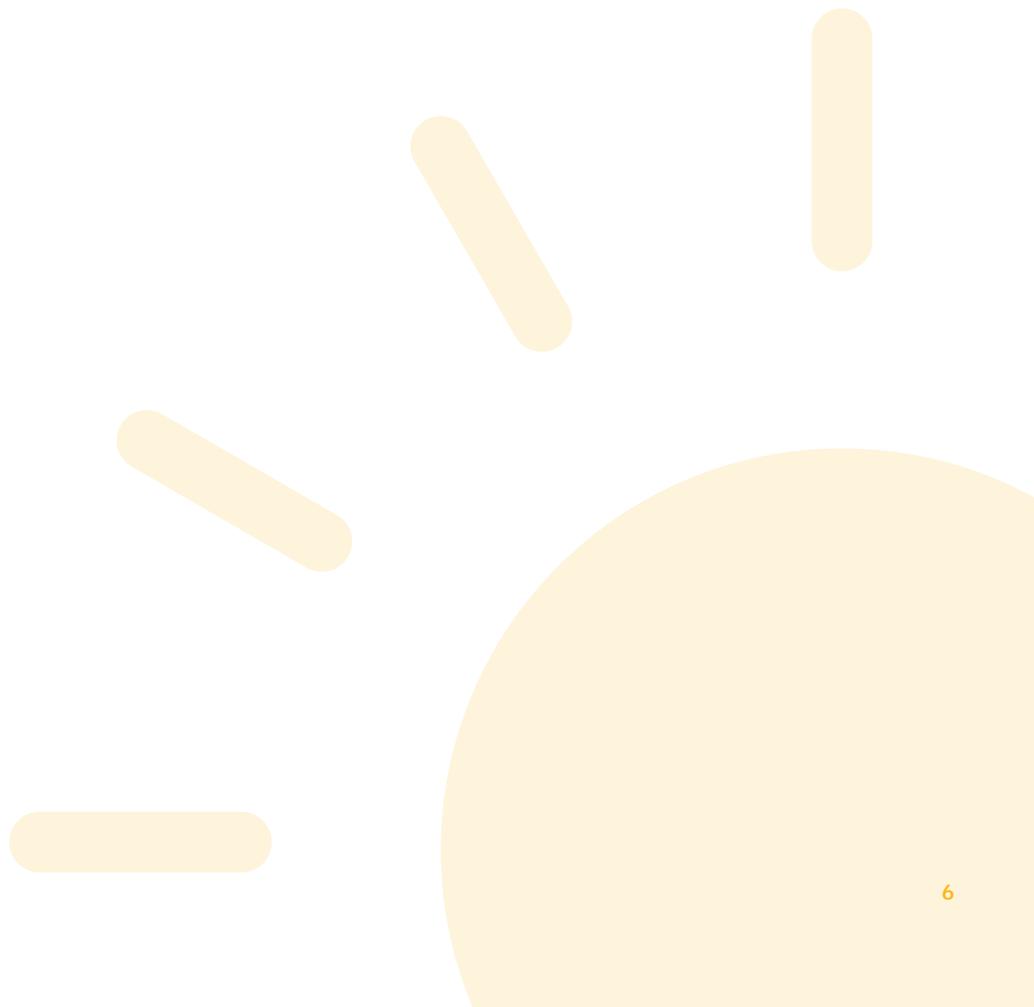
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REQUIREMENTS

POSITION REPORTS TO

CAREER PATH MOVES FROM THIS ROLE



# Business Development Manager

## DESCRIPTION

Develop new business contacts to manage and maintain existing customer relations, contacts and sales. Identify, develop and lead sales opportunities through industry research, calls to clients, media, etc. Work closely with senior leaders in developing business leads and with business development director to establish company budget and sales goals. Develop understanding of client business and their goals and needs. Establish and execute marketing strategies. Track leads and results and maintain contacts & opportunities database.

## KNOWLEDGE/SKILLS

Strong communication, presentation & negotiation skills, computer skills. Multi-tasking. Reading, analyzing and interpreting common scientific and technical journals, financial reports and legal documents. Calculating figures and amounts.

## REQUIREMENTS

### Education/Training

Bachelor's degree in marketing, construction management or business field required.

### Experience

3 years in direct marketing/sales of construction-related services preferred.

### Credentialing Required/Optional

PV Technical Sales certification (NABCEP) desirable.

## POSITION REPORTS TO

Business Development Director

## CAREER PATH MOVES FROM THIS ROLE

Business Development Director

POSITION REPORTS TO



**REQUIREMENTS**

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**CAREER PATH MOVES FROM THIS ROLE**

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# Strategic Procurement Manager

## DESCRIPTION

Lead and support the development of strategy for and the procurement of the key components that comprise projects and products, including Solar energy solutions, tracking systems and other key technologies with a focus on solar energy. Perform technology evaluation that considers potential customers, financial structures, and strategic advantages; build specifications with the engineering teams; collaborate on project development and implementation. Maintain supplier relationships; conduct assessments of suppliers, maintain pricing roadmaps. Procure key components and create contracts with suppliers. Lead competitive RFP processes and manage contracting process. Interface with legal, development, engineering and construction on scope, specifications, testing, etc. Support projects and ongoing supplier management.

## KNOWLEDGE/SKILLS

Knowledge of renewable energy industry, negotiations, contracting, quantitative and qualitative analysis.

## REQUIREMENTS

### Education/Training

Bachelor's degree. MBA or MS degree preferred.

### Experience

At least 3 years experience in the energy field; experience in negotiations and analysis.

## POSITION REPORTS TO

Director, Solar Energy

## CAREER PATH MOVES FROM THIS ROLE

Director of Solar Operations or Engineering or Construction or Project Manager on other green energy systems (i.e. Solar)



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**DESCRIPTION**

Assess solar technical performance and reliability. Identify opportunities for improvement, and recommend remediation actions for operations. Conduct failure mode and effect analysis, root cause assessments, equipment troubleshooting, and system impact studies. Support field operations by performing studies in response to major component and systemic equipment failures. Use information / data to evaluate the future risk to solar structures and performance.

**KNOWLEDGE/SKILLS**

Rotational, generational, and power converter equipment knowledge. Reading and understanding plans, specifications, drawings, and technical documents.

**REQUIREMENTS**

**Education/Training**

Bachelor's degree in mechanical, civil, or electrical engineering, OR demonstration of equivalent work experience is required as a minimum.

**Experience**

2-3 years' experience in reliability or design engineering. Solar power operations or Electric Utility operations preferred.

**POSITION REPORTS TO**

Engineering Manager

**CAREER PATH MOVES FROM THIS ROLE**

Engineering Manager, Project Manager



**REQUIREMENTS**

**POSITION REPORTS TO**

EHS Senior Leadership or a Group/

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**DESCRIPTION**

Manage the range of assets for the business, from a financial standpoint. Prepare financial statements, forecasts, and reports. Manage the project financing process for various projects. Obtain construction loans, ensure development of equity, and secure debt vehicles. Manage project debts. Assist CFO and CEO with developing expansion or acquisition opportunities based on knowledge of the solar energy market. Manage financial close process.

**REQUIREMENTS**

**Education/Training**

Bachelor's degree required; Graduate degree often required.

**Experience**

5-10 years of experience in another business or financial occupation, such as an accountant, financial analyst or auditor.

**POSITION REPORTS TO**

Finance Manager or Director, or CFO

**CAREER PATH MOVES FROM THIS ROLE**

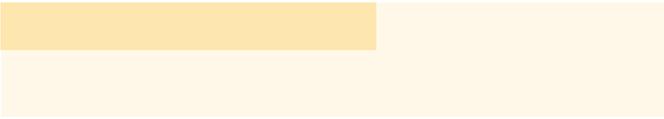
Finance Manager

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**REQUIREMENTS**

**Education/Training**

Minimum HS diploma preferred; ability to add, subtract, multiply, divide, and use a calculator. (e)-31 (r / P)0.4 (, S7.29 0 Td())

**POSITION REPORTS TO**

Solar PV Crew Chief, Solar / PV Technician

**CAREER PATH MOVES FROM THIS ROLE**



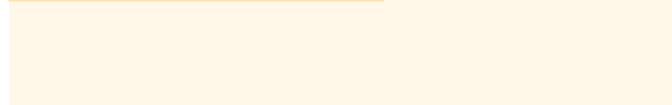
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**POSITION REPORTS TO**





**REQUIREMENTS**

**Education/Training**

4 year college degree in business field or combination of education and experience. Additional financial, business or legal degree and additional solar training needed for advancement.

**Experience**

Minimum 3 years' experience in procurement (preferably with engineering or construction industries).

**POSITION REPORTS TO**

Senior Buyer or Procurement Manager or Director

**CAREER PATH MOVES FROM THIS ROLE**

Senior Buyer or Procurement Manager or Director

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# Solar PV Crew Chief

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## DESCRIPTION

Supervise teams of basic PV (photovoltaic) installers at a worksite and may oversee a variety of craft workers. Coordinate work, ensure schedules are followed, provide leadership to crews. Ensure safety, operations and installation specifications, and procedures are followed. Provide quality control for tasks and project. Serve as onsite supervisor to lead small teams to complete solar projects. Establish order of work, assist crew with lay-out of materials and tools, track progress, and review work and documentation. Complete required documentation and reporting. Support project manager and site supervisor. If needed, perform trade work in area of qualification. May participate in hiring, training, reviewing performance of crew members.

## KNOWLEDGE/SKILLS

Quality Assurance, Safety, Fundamentals of solar photovoltaic (pv), Basic practices and procedures in pv installation, Basic construction skills, mechanical and electrical, Supervising various crafts, reading blueprints, math and computer experience, Proficient in at least one craft area.

## REQUIREMENTS

### Education/Training

HS Diploma or equivalent. Training in photovoltaic systems preferred. Technical or associate's degree preferred.

### Experience

3-5 years' experience. Ideally proficient in at least one construction craft area.

## POSITION REPORTS TO

Solar Project Manager

## CAREER PATH MOVES FROM THIS ROLE

Solar Project Manager





**REQUIREMENTS**

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For questions about this report, please contact Tom Vinson at [tvinson@cleanpower.org](mailto:tvinson@cleanpower.org)



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