

Senior Project Developer, Solar & Storage

The Senior Project Developer will lead the effective day-to-day management of Solar and Solar + Storage projects under development in both the US and Canada, including: HS&E, procurement, scheduling, and budget accountabilities; communication with key stakeholders, project partners, and regulators; coordination of subject matter experts and contractors; and support of debt financing up until the start of construction.

Key Accountabilities and Duties

- Lead project development and project management activities from project conception to start of construction, working to proactively identify project barriers and implement strategies to overcome such barriers, including preparation of annual development budgets for projects at various locations in the United States and Canada.
- Manage and work with the engineering team on project interconnection applications with the utilities to secure queue positions.
- Prepare and participate in required transaction approval documentation and presentations for senior management and the Board.
- Support Junior Development Staff.
- Renewable energy site identification and assessment. Utilize various siting tools to identify and review greenfield opportunities to support the company's greenfield pipeline goals.
- Develop, clarify, and manage project scope, project execution plans, track and manage contract deliverables, HS&E requirements, insurance needs and QA/QC plans.
- Work with BW Solar Director of Land to pursue site control. Meet and negotiate with potential project landowners to acquire site control where needed and to provide project information and support when needed.
- Support technology selection, procurement initiatives, and project dependencies to ensure targeted development and construction outcomes are achieved (i.e., projects delivered safely, on-time, and on-budget).
- Support or lead construction projects and project delivery efforts.
- Assist in RFP responses and/or sales processes.
- Support efforts to negotiate and sign PPA's for late-stage project opportunities.
- Manage and/or Lead public consultation and stakeholder engagement efforts with local communities, landowners, and leaders.
- Manage and/or Lead agency consultation efforts with local, state, and federal regulatory bodies and decision makers.



- Coordinate project specific tasks including, permitting and approvals, project communications, engineering and design, procurement, and construction review processes as well as providing an effective transitional basis into construction.
- Support continuous improvement of BW Solar's key development principles as well as identifying new opportunities to improve project execution and operational efficiencies.
- Uphold all aspects of BW Solar's Health, Safety & Environmental policies, practices, and programs and work to ensure that all contracts and agreements are implemented and administered with the same care and requirements such that occupational accidents, injuries, and other hazards related to BW Solar's activities are minimized and/or avoided.

Education

- Undergraduate degree in Engineering, Planning, Environmental Science, or related field.

Experience

- Minimum 6+ years of project development and/or project management experience in power generation or similar industry.
- Land acquisition experience.
- Experience dealing with Federal, State, and local regulators, agencies, and regulatory processes.
- Experience with utility interconnection processes including PJM and MISO.
- Possess excellent, hands-on project management skills and demonstrated efficiency in providing project development support on multiple concurrent projects.
- Successful experience with all aspects of project development, permitting, consultation, construction, and integration to operations.
- Extensive knowledge of renewable technologies and energy storage.
- Existing network of contacts and partners in the solar market preferred.

Personal Characteristics & Skills

- Ability to proactively plan, schedule, track, monitor, and advance project activities, all supported by excellent analytical and problem-solving skills.
- Demonstrated efficiency in leading project development on multiple, concurrent projects involving different functional teams with varying deadlines.
- Exceptional communication, and conflict/issue resolution skills, with the ability to proactively identify and strategically work to resolve challenging situations with confidence. Comfortable with public speaking and presenting to large groups and executive level audiences.
- Knowledge of MS Office, including Project, Word, Excel, GIS/mapping systems and document management systems.



- Willingness to learn standard commercial contract language to eventually become comfortable reading, interpreting, and enforcing contract terms.
- Highly flexible and able to quickly adapt to changing priorities.
- Strong work ethic and high integrity.
- Ability to exercise independent judgement and discretion and have the confidence to ask questions to ensure clear and strategic action.
- Action-oriented, dedicated, and deliberate.
- Ability to respond effectively and positively to obstacles and challenges, while earning the trust and respect of others.
- Self-starter requiring limited supervision.
- Professional, diplomatic, polite, and trustworthy.

Job Requirements

- Remote work location within the United States (east of Mississippi preferred) or Canada (Ontario preferred). The successful candidate will be expected to align their working hours in Central or Eastern times zones.
- Ability to travel within the United States and Canada. Travel required may be up to 40%.
- As required by a project's lifecycle and operational requirements, ability to work extended hours.
- Valid driver's license and Passport.
- Work is generally carried out in an home office environment, at remote project development sites, operating facilities, and outdoors (with exposure to various weather conditions).
- Successful candidate must pass a Criminal Background Check.

To apply for this position, please send your resume with "Senior Project Developer" in the subject line to gareth.mcdonald@bwsolar.com

Please Note: Only those candidates selected for an interview will be contacted.