



Job Description | Business Development Manager

About Us:

East Point Energy is a development firm focused on the origination, construction, and operation of energy storage projects. Our team is currently developing gigawatts of energy storage projects throughout the country, helping to transform the grid into a renewable, resilient, and affordable system for generations to come. East Point is a wholly owned subsidiary of Equinor, a broad international energy company committed to long-term value creation in a low-carbon future.

East Point's nimble team is comprised of hard-working, strategic problem solvers who are passionate about sustainability. We are technology and contractor agnostic, allowing us to find the best solution for each project. The firm's executive team founded East Point in 2018, bringing decades of combined energy development experience and over 1.8 gigawatts of solar, wind, and energy storage projects currently in operation across the United States. Success for East Point is measured by delivering affordable energy storage solutions that benefit the grid, communities, and our environment.

East Point is committed to cultivating and preserving a culture of inclusion and connectedness. We hire great people from a wide variety of backgrounds, not just because it's the right thing to do, but because it makes our company stronger. Studies have shown that women and people of color are less likely to apply for a job unless they feel they are fully qualified in every way. We also know that sometimes the best candidates do not check every box. If you are interested in learning more, we would love to hear from you.

Title: Business Development Manager

The Business Development Manager is responsible for leading the due diligence and commercial negotiation for acquisition, marketing, and origination activities in support of East Point's growing portfolio. This role reports directly to the Director of Business Development and collaborates across the organization.

Roles & Responsibilities:

- Lead the due diligence activities during the acquisition, marketing, and origination of projects/portfolios through collaboration of internal and external stakeholders
- Lead the negotiation of key definitive agreements for the acquisition and sale of projects/portfolios and revenue contracts
- Develop relationships with market participants to include independent power producers, developers, utilities, investment banks, law firms, consultants, and energy investors
- Manage the development of renewable energy project business cases and financial models to value investment case decisions using various financing structures

- Manage and coordinate with external third parties related to responsibilities listed above
- Prepare internal and external presentation materials
- Perform other related duties and special projects as assigned

Skills:

- Strong understanding of project acquisition due diligence and commercial negotiation
- Strong financial analysis and Excel modeling experience
- Strong understanding of accounting and project finance
- Strong knowledge of power markets and renewable energy development
- Strong negotiation and presentation skills
- Proficiency with Microsoft software suite (Word, Excel, PowerPoint, OneNote, Teams, etc.)
- Ability to communicate across a broad spectrum of technical understanding - written, verbal and non-verbal

Characteristics of an ideal candidate:

- Passion for renewable energy development and the environment
- Creative problem-solving ability and solutions-oriented mindset
- Self-starter with a desire to succeed and a focus on creating value
- Team player and leader, proactive attitude
- Organized, attention to detail
- Comfortable with a fast-paced, rapidly changing environment
- Ability to make informed decisions quickly and a bias for action
- Integrity and accountability

Education & Experience:

- 4-year university degree in business, finance, accounting, mathematics, economics, or related field; Master's degree/MBA preferred
- 4+ years of related experience preferred, with a strong preference for experience in preparing and maintaining financial models and investment presentations
- Background in renewable energy development preferred

Travel & Time Commitment:

- Limited travel related to industry conferences and company events
- This is a full-time, exempt salaried position. Standard office hours are from 8:30 AM – 5:30 PM EST. The demands of projects may require work outside of these times.

Benefits:

- Health, Dental, & Vision Insurance
- Short-Term & Long-Term Disability Coverage
- Life Insurance
- 401(k) & Employer Match
- Parental Leave
- Paid Time Off, Sick Leave, Holidays
- Education, Parking, and Gym Membership Stipends

Location:

East Point Energy office in Charlottesville, VA

This job description is not inclusive of all requirements of the position. Employees will perform any other duties as may be required by their manager.