

Director/Manager of Origination

Location: Miami, FL

Website: <https://spearmintenergy.com/>

The Company:

Spearmint Energy aims to be the preeminent green merchant trading company developing, owning, operating, and trading around Battery Energy Storage, Solar, and Wind to reduce grid volatility, increase system resiliency, and help to reduce Carbon emissions in a responsible and efficient way.

Summary:

The role will be an integral part of the acquisition, commercial, and business development efforts of Spearmint Energy. This professional will develop and execute a multi-regional commercial strategy focused on 1.) Identifying Developers from which to acquire assets and/or form partnerships and 2.) Forming relationships with key accounts to originate offtake opportunities that align with Spearmint Energy's market strategy.

This professional will report directly to the Head of Strategy and Origination and work closely with the Project Finance and Development teams to prepare project bids/project evaluations/and RFP responses. Additionally, this professional will liaise with other cross functional teams to collect key data to support opportunity sourcing.

The ideal professional is a "hunter," who enjoys building relationships and developing new opportunities. This professional should feel comfortable working both independently and collaboratively to help drive Spearmint Energy's commercial business.

Specific Duties:

- Identify and evaluate strategic project and portfolio acquisitions.
- Participate in the development of key account and utility relationships, support origination of contracts with such key accounts
- Prepare RFP and bi-lateral proposals for both energy storage and solar projects
- Maintain industry relationships, identify market trends, track policy developments, evaluate business strategies, and screen competitor offerings to create profitable business opportunities for the company
- Coordinate with and effectively manage internal and external teams to provide evaluations, analyses, or reports that support business opportunities
- Construct presentation material to support internal investment decisions
- Work with the Project Finance team to prepare proformas for project opportunities
- Represent Spearmint Energy at industry events and network to enhance relationships with counterparties, customers, and other stakeholders in the industry
- All other duties as assigned

Knowledge, Skills, and Abilities:

- Bachelor's Degree or higher in business, planning, engineering, or finance related fields
- 3-5 years of solar, wind, BESS, or conventional project and business development experience
- Deep understanding of renewable energy markets, project lifecycle, financial models, and industry value chains
- Ability to work effectively with, and manage, cross-functional teams
- Ability to manage and support multiple projects simultaneously, with varying complexities and urgencies presented day to day
- Self-motivated with the ability to effectively work remotely with minimal supervision
- Excellent people, entrepreneurial, organizational and analytical skills
- Excellent written and verbal communication skills
- Excellent project management skills
- Effective computer skills including, Excel, Word, and PowerPoint
- Willing to travel at least 30% of the time
- A valid driving license and passport
- Detail-oriented, highly organized
- Customer Relationship Management
- Strategic thinker
- Creativity in problem solving
- Ability to multi-task and manage tight timelines and budgets
- Effective in managing multiple stakeholders and within cross functional team

Physical requirements and environment:

The work environment and physical demand characteristics align with the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions if such professional is selected.

Due to the sourcing requirements and client-first nature of this role, any candidate interested in applying should expect to be traveling up to 40% of the time for client visits and industry events/conferences.

While the company's offices follow traditional business hours, given the nature of SpearMint Energy's business and the sector in which we operate, employees, including this position, may occasionally be required to conduct work outside of these hours as is typical in a client-first business. Such work may include communicating with contacts in other time zones, traveling, addressing particularly urgent matters related to projects under construction or in operations, and other circumstances.