

Project Developer



Job Summary

SunPeak, a rapidly-growing and nationally-recognized commercial solar developer and installation contractor, is looking for a full-time Project Developer to join its team.

The Project Developer is responsible for overseeing sales, account management and conceptual engineering activities including communication with (prospective) customers, utility coordination and bill analysis, solar energy production forecasts and proposal and contract generation. This position reports to the Director of Project Development.

This is an entry- to mid-level role where the ideal candidate is expected to have some experience relevant to the Primary Responsibilities shown below. The ideal candidate would have some experience in the solar photovoltaic industry, but candidates with backgrounds in pre-construction, project management, or engineering will also be considered. Overall, the ideal candidate will share our values of excellence and integrity and will be interested in shaping a key role that will directly contribute to our organization's ongoing success.

Primary Responsibilities:

- Secure solar photovoltaic system installation contracts that satisfy customer expectations and result in profitable business for SunPeak.
- Develop proposals that summarize SunPeak's offering to potential customers.
- Perform assessments of facility energy usage data, interconnection rules, available incentives, existing physical infrastructure, and other relevant project matters to summarize concisely in written proposals and in-person presentations to (prospective) customers with reasonable autonomy.
- Complete solar photovoltaic energy production estimates using various solar industry-standard software packages to inform proposals that set customer expectations.
- Coordinate certain post-sales activities with support from Project Execution team in a timely manner to ensure successful project completion.
- Communicate effectively in a timely manner with external customers, consultants, suppliers and internal teams.
- Be flexible, adaptable and able to work with a sense of urgency to drive projects to contract.
- Travel for project-related activities, as required.

Required Skills, Abilities and Attributes:

- At least 1 year of relevant experience; renewable energy experience is most preferred, but pre-construction, project management, or engineering experience is also preferred.
- Proficient in Microsoft Excel and Word.
- Process and detail oriented. Ability to handle many concurrent tasks for different projects.
- Strong leadership, communication, and interpersonal skills.
- Conducts duties with professionalism, maintaining confidentiality and exercising good faith and high integrity.
- Valid driver's license.

Preferred Skills, Abilities, and Attributes:

- Experience with solar industry-standard energy production estimation tools.
- Bachelor's degree in Engineering, Construction Management, or Business.
- Experience with Customer Relationship Management (CRM) software.
- Experience with project estimating.

Compensation and Benefits

This is a full-time position. SunPeak provides a competitive compensation package including health insurance, life/disability insurance, dental, vision, paid time off, and 401K. Additional individual and/or team bonuses may also be available based on individual merit and/or overall company success. This is primarily an in-office position, but hybrid/remote work arrangements will be considered on a trial basis for candidates local to Madison, WI area.

More about SunPeak

SunPeak is a commercial solar PV developer headquartered in Madison, Wisconsin. We have the capability to professionally assess feasibility, design, engineer, install, commission, and maintain solar systems that provide decades of emission-free electricity from the sun. SunPeak has installed some of the largest solar projects in the Midwest and is quickly expanding its customer base throughout the nation.

Our company is built on a strong work ethic and has a team-oriented culture focused on safety and quality. In addition to providing a casual and professional workplace, SunPeak fosters a culture of collaboration and process excellence.

Solar energy is one of the fastest-growing industries in the nation with limitless potential in the future. We believe that clean energy can and should be available to everyone. If you desire to join a team of dedicated individuals and have a positive impact on our environment, you may be an excellent fit for our team.

To apply for this position, please send a resume, cover letter and salary expectations to careers@sunpeakpower.com.