



Title	BUSINESS DEVELOPMENT MANAGER
<b>About Us</b>	<p><i>Resonant Energy's mission is to build wealth in environmental justice communities through the development of solar and storage projects for nonprofits, affordable housing, and homeowners.</i></p> <p><i>Thanks to innovative financing options and a focus on operational excellence, we are bringing the benefits of clean energy within reach for everyone. We are B-Corp certified and 100% employee-owned, and we take our commitments to our staff and partners very seriously. After four years of hard work, we are proud to be the #1 solar provider for nonprofits in the Northeast. And we're just getting started.</i></p> <p><i>Please visit <a href="http://www.resonant.energy">www.resonant.energy</a> for more information.</i></p>
<b>Location</b>	109 Kingston St, Floor 2-L, Boston, MA 02111
<b>Supervisor</b>	Leonard Schloer
<b>Role Start Date</b>	Summer 2024
<b>Description</b>	<p>The Business Development Manager is an integral part of our Outreach Team, the face of Resonant Energy, and the primary touch point for our nonprofit and affordable housing clients as they explore solar options for their buildings. This role will feature a mix of relationship development, technical sales, and account management. The role will be primarily focused on moving nonprofit and affordable housing clients through the solar decision making and implementation process.</p> <p>Effective Business Development Managers are passionate about the work, excited to meet new clients – and most of all ready to help clients think in a different way about their energy usage and the impact they want to have on the earth. Most importantly, our Business Development Managers need to be strong, compassionate communicators with external partners to relay technical information about solar finance and structural barriers, and internally, to collaborate and find solutions across teams.</p> <p>The Business Development Manager will have a key role in implementing the <a href="#">STAR Program</a> in collaboration Resonant Energy's partners, LISC Boston and MACDC and will play a key role in scaling up our efforts to bring more solar PV to affordable housing developments across MA, leveraging new environmental justice incentives put in place by the 2022 Inflation Reduction Act.</p>

<p><b>Responsibilities</b></p>	<p><i>Business Development (10%)</i></p> <ul style="list-style-type: none"> <li>● Engage new clients through outreach initiatives, warm introductions, referrals, conferences, and events</li> <li>● Network and build relationships with affordable housing organizations and other institutional nonprofits</li> <li>● Supporting community-wide campaigns and strategic partnerships to drive more participation in solar programs</li> </ul> <p><i>Client Engagement &amp; Sales (45%)</i></p> <ul style="list-style-type: none"> <li>● Support initial project vetting to help identify roof age, electric usage, and initial preferences to inform our proposal generation</li> <li>● Educating affordable housing providers and low-income building owners about the benefits of solar energy, incentive eligibility, and financing options</li> <li>● Effectively understand changing local, state, and federal solar policy changes, and be able to communicate impact to clients.</li> <li>● Technical Sales to move affordable housing providers to take action on solar for their properties</li> <li>● Attend final client meetings to complete project sale</li> <li>● Walk clients through financing and contract options through contract execution</li> <li>● Answer client questions as they come up by phone and email</li> </ul> <p><i>Project Coordination (45%)</i></p> <ul style="list-style-type: none"> <li>● Manage projects through their lifecycle with weekly internal project development meetings</li> <li>● Manage data and document intake for portfolio clients</li> <li>● Collaborate with project team to move solar project through project development cycle and address challenges and barriers</li> <li>● Support legal review between clients and our financing partners</li> </ul>
<p><b>Qualifications</b></p>	<p><i>Required:</i></p> <ul style="list-style-type: none"> <li>● Education: Bachelor's Degree</li> <li>● Computer Skills: Google Drive suites, and Microsoft Office. Excel fluency is a requirement.</li> <li>● Min: 2-4 years of experience with either business development, account management, or affordable housing development</li> <li>● Experience with and knowledge of affordable housing, legal contracts, and commercial finances a major plus</li> <li>● Strong communication &amp; problem solving abilities</li> </ul> <p><i>Preferred:</i></p> <ul style="list-style-type: none"> <li>● Education: Master's degree in relevant field (MBA or Urban Planning both have strong relevancy)</li> <li>● Solar Industry and/or affordable multifamily development background</li> </ul> <p><i>Language:</i> English (native/fluent required), preference for fluency in second language spoken in Boston and greater Boston area</p> <p><i>Travel:</i> Work is primarily office-based with some remote work flexibility. In-person onboarding &amp; training, hybrid remote work regularly. Post covid-19, in-person client</p>

	<p>meetings will be required across MA and a car will be required. Company will reimburse at standard rates for mileage each month.</p> <p><i>Availability: 9-5 PM, Monday-Friday</i></p>
<b>Compensation Benefits</b>	<p><b>On Target Compensation Range:</b> \$100,000 - \$110,000</p> <ul style="list-style-type: none"> <li>● <b>Commission:</b> Compensation includes \$25,000 of on-target performance with opportunities for upside, with 80% weight for team performance and 20% weight for individual performance.</li> <li>● <b>Wellness:</b> 100% paid premiums for healthcare and dental insurance</li> <li>● <b>Retirement:</b> Simple IRA with employer match up to 3% of salary</li> <li>● <b>Paid Time Off:</b> 13 days paid time off (PTO) Y1, 18 days paid time off (PTO) Y2, 5 sick days per year, 5 days bereavement leave, 2 days for community service, 13 holiday days recognized</li> <li>● <b>Professional Development:</b> Dedicated budget for all staff members</li> <li>● <b>Mental Health Budget:</b> \$100 payments available per month</li> <li>● <b>Commuter Compensation:</b> MBTA T-passes or \$1,000/year bike benefits</li> <li>● <b>In Person Work:</b> In office expectation is 3 days / week after the initial 90 day training period; opportunity to work up to 6 weeks fully remote per year.</li> <li>● <b>On Target Compensation Range:</b> Includes commission based on Individual and team performance</li> <li>● <b>Employee Owner Track:</b> On track for employee ownership, eligible to apply on the third work anniversary, additional benefits include: <ul style="list-style-type: none"> <li>○ Salary Increase &amp; Profit sharing opportunity</li> <li>○ Unlimited paid time off</li> <li>○ decision making in company-wide strategy meetings</li> </ul> </li> </ul>
<b>EOE Statement</b>	<p>Resonant Energy is an Equal Opportunity employer committed to diversity in the workplace. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, protected veteran status or any other factor protected by applicable federal, state or local laws. Individuals who require reasonable accommodations under the Americans with Disabilities Act in order to participate in the search process should notify our Office of Human Resources.</p> <p>We strongly encourage candidates who are female, nonbinary, and/or people of color to apply.</p>
<b>Work Authorization Policy</b>	<p>As a small business that invests heavily in new staff and in the long-term success of our community, we give hiring preference to candidates who are willing to work with us for at least three years. Resonant Energy will consider, on a case by case basis, hiring candidates on OPT work authorization and support them through the H1B visa lottery process.</p>
<b>Apply</b>	<p>Please submit your resume and a brief cover letter <a href="#">here</a>.</p>

We are committed to diversity and seek to be an inclusive employer. In order to track the effectiveness of our recruiting efforts and ensure we consider the needs of all prospective employees, please consider filling out our Voluntary Self Identification & Equal Opportunity [Form](#).