

Job Title: **Director of Solar Development**

Reports to: **VP of Solar Energy**

Salary: **Competitive**

Incentive Plan: **Competitive, Negotiable**

Forsite Development, Inc (www.forsiteinc.com) is a Charlotte-based, growing, and highly-capitalized firm that started out acquiring and redeveloping industrial real estate, primarily in the Southeast. Forsite was founded by the CEO in 2004 to acquire and reposition vacant Industrial space in the Carolinas and has blossomed into a respected, nationwide developer working with industry giants in the heavy industrial, chemical, power, private equity and banking fields.

Forsite's focus on acquiring heavy industrial real estate led to the development of their Environmental Liability Risk Transfer platform where they acquire title to sites with known legacy contamination and take over the remedial obligations of the seller as the Responsible Party. Forsite has transacted on five coal-fired power plants using this model. As Forsite has grown, redevelopment of brownfield power plant sites led to the development of Forsite Renewables, a solar project development platform that was formed at the end of 2019. Forsite currently has six utility scale projects in development, totaling over 16,000 acres and 2,000 MW, exclusively focused on retiring power plant sites, with an additional three sites to be added in 2021.

Forsite is seeking an experienced Director of Solar Development to be a senior leader on the development team responsible for the overall development of a growing pipeline of projects that exceeds 2 GW.

Seeking a highly-motivated individual with exceptional communication skills with established contacts to immediately contribute to providing well-researched, qualified leads on brownfield power plants. The Director of Solar Development, reporting to the Senior VP of Development, will be responsible for building and maintaining an efficient team to support future projects.

Below is a summary of expected responsibilities for the Solar Development Manager:

- Support site selection for brownfield and greenfield development
- Manage environmental assessment campaigns and associated external consultants
- Manage discretionary permitting activities at all levels of government
- Direct resource management campaigns and energy production estimates
- Collaborate with stakeholders & consultants to appropriately manage the interconnection process
- Collaborate with internal technical services such as energy analysis, engineering, and operations
- Determine the financial viability of projects together with the Development and Finance staff

- Develop and maintain project database
- Research solar development opportunities, communicate business terms with landowners and negotiate leases
- Develop and support new marketing material development
- Cold-calling new landowners or managing landmen
- Site visits to manage landowner engagement, solar development diligence, and local permitting and tax abatement processes
- Support contract negotiations, outside counsel and consultants
- Assist the drafting of proposals with assistance from the team

Job Qualifications:

- Bachelors or Master's Degree in Business, Finance, Engineering or Renewable Energy Technology
- General understanding of business transactions and project management
- Excellent project and people management skills with a highly organized approach.
- Willingness to work hard; must be a proactive self-starter
- Skilled communicator, excellent at maintaining relationships
- Motivated and capable researcher with strong presentation and analysis skills
- Ability to thrive in a fast-paced, ever-changing environment