

Job Title: **Solar Development Associate**

Reports to: **Director of Solar Development**

Salary: **Competitive, commensurate with experience**

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 a Solar Development Associate to support the development team in progressing large-scale solar projects through development to the start of construction.

Job Description: Entry-level position for a highly-motivated individual with exceptional communication skills, who is not afraid to immediately contribute while receiving on the job training. Job will entail learning available software to research qualified leads on Brownfield power plants and greenfield sites. After guidance and sufficient training, Development Associate will either travel to potential sites to meet with landowners or lead a team of experienced landmen working to get land control. If candidate has marketing experience, ability to contribute immediately improving upon marketing materials and website.

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

- Support site selection for brownfield and greenfield development using ArcGIS or other mapping software
- 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
- Expert use of MS Office products, including Word, Excel and PowerPoint, as well as a strong working understanding of ArcGIS or other mapping software
- 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