



## SUMMARY OF FUNCTIONS

The Business Development Analyst will support new solar and energy storage opportunities and the management of current accounts in the US. You will directly assist the VP, Business Development in driving the growth of our client portfolios and project pipelines. You will be tracking, analyzing and pursuing new opportunities for growth in rapidly expanding and evolving markets. You will use your analytic and problem-solving skills to develop persuasive value propositions for prospective clients and sound economic fundamentals for investors. Working alongside an experienced team, you will skillfully influence the decision makers of our current and future clients in conjunction with the team.

## ESSENTIAL DUTIES AND RESPONSIBILITIES

- Support VP, Business Development during utility analysis and contract negotiations
- Assess economic viability of project proposals and propose ways to increase project revenue streams or reduce costs
- Model and forecast revenue streams including energy, capacity and ancillary services
- Interface closely with Development, Engineering, Legal and Management to help guide projects forward quickly and efficiently
- Track and evaluate emerging regulatory rulings and assess potential for market creation
- Design and prepare financial reports, including sales forecasts and project portfolio status reports
- Develop and manage incoming leads and sales pipeline while assisting with opportunity qualification
- Prepare client presentations and proposals, including analytics and communication
- Increase effectiveness of staff and tools by recognizing opportunities for development and creating new systems and structures
- Assist in the collection, coordination, and preparation of communication and documentation, including customer contracts and utility applications
- Run due diligence to present new and existing clients with future business opportunities

## QUALIFICATIONS

We are looking for highly motivated individuals who want to be part of a fast-paced and fluid company poised for growth in one of the country's most rapidly changing industries. This role requires forward-thinking, innovative approaches and comfort with complexity and uncertainty. We are looking for individuals eager to move quickly with us.

- Desire to work in an early stage company in the renewable energy field
- Bachelor's degree required and Master's Degree preferred
- Strong computational and analytical skills
- Financial modeling experience
- Excellent communication skills in both oral and written English
- Strong insight development and value proposition definition skills
- Ability to effectively operate with high energy and flexibility in a fast-paced, constantly evolving team environment
- Self-motivated with the ability to manage diverse relationships and multiple, complex projects simultaneously
- Creativity and critical thinking skills to tackle a variety of challenges from the industry level to client specific
- Advanced Excel, Word and PowerPoint skills - Solar or renewable energy industry experience a plus



## **PHYSICAL DEMANDS**

Though Dimension believes in long term work/life balance, we also believe in short term imbalances. Long hours will be needed from time to time as dictated by deal flow and project deadlines.

## **LOCATION**

In our San Francisco office

## **Benefits**

We offer competitive compensation and a generous benefits package.