



# Business Development Associate

## About IPS Solar:

IPS Solar, a leading provider of solar power solutions, is focused on the development, installation and management of solar power systems for commercial, community solar and residential customers. IPS Solar is one of the fastest growing solar systems providers in the United States, delivering everything from 5 kilowatt residential installs to multi-megawatt community solar gardens. Our company's mission is to lead the transition away from fossil fuels toward renewable power while saving money for our customers.

## Role Summary:

- Further the interests of IPS in new market development and mission-driven work
- Identify and pursue partnership and acquisition efforts in new markets on behalf of IPS
- Represent IPS broadly in new market policy development as needed
- Research opportunities and help maintain internal database of active and emerging markets
- Create and deliver analyses to management to inform IPS decision-making
- Attend critical industry events, workshops, lobby days, etc as needed

## Work Breakdown:

**80% - Office environment:** utilizing computers, frequent use of MS Excel, Power Point, various data bases, telephones and general office equipment.

**20% - Traveling and in the field:** meeting with appropriate counter-party representatives and others directly involved in IPS projects including at conferences, seminars and other industry-related events.

## Responsibilities:

- Gather data and relevant information for the purposes of identifying new market opportunities
- Analyze market trends, competitive landscape, regional landscape, and legislative / regulatory policy to help guide development efforts
- Develop prospective partner and customer relationships for the purposes of executing new market strategies
- Independently maintain business intelligence databases (in Google Sheets) and work with broader BD team to ensure they are updated and well curated
- Build financial/commercial models (i.e., Microsoft Excel) as needed; conduct high-quality business, market, and competitor analysis; and help identify and assess existing and new market initiatives, customers, and business line opportunities
- Apply creative problem-solving skills to strategic initiatives; communicate insights and synthesize conclusions into recommendations that will be shared with the broader IPS team
- Compose and deliver professional level presentations to large groups of stakeholders and executives that showcase actionable insights and recommendations to help drive development and services strategies
- Analyze new technologies and markets related to energy storage as needed
- Create and monitor KPIs based on knowledge of IPS business, growth drivers, and industry benchmarks
- Develop and maintain industry contacts and relationships as well as manage specific BD centric data vendor relationships and potential contracts



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## Qualifications:

- Bachelor's Degree in Business, MBA or comparable experience preferred
- Demonstrated commitment to mission-driven work
- 5+ years of professional experience in strong quantitative and research background
- 3+ Energy experience required
- Advanced Excel user, knowledge of other database software a plus
- Proven experience developing new relationships and inter-organizational alliances
- Must be able to work independently as well as thrive in a fast-paced, dynamic, team environment
- Strong desire to bring best practices to the team, share your knowledge and expertise and enable your team members' mutual success as the organization continues to grow
- Excellent analytical ability and strong communication skills, with the ability to create and deliver engaging presentations
- Strong organization skills detailed and process orientation
- Excellent interpersonal skills, a collaborative style and the ability to communicate effectively at all levels
- Skilled in the use and knowledge of Microsoft Office Suite including Excel, PowerPoint, Word, Outlook, etc.
- Aggressive, results-driven and self-motivated with strong negotiation skills
- Ability to set own goals, deadlines, and work independently
- Strong work ethic and outgoing personality
- Must be a good team player and be able to work under pressure
- Must be well-organized and good at multitasking
- Motivated by career advancement, high-income potential, and making a difference
- Excellent written and verbal communication skills
- Proven ability to develop and grow channel partnerships
- A self-starter who is able to excel while working remotely and independently
- Must have some clean energy policy background to help influence opportunities related to IPS core businesses

***Submit Your Resume To:  
careers@ips-solar.com***