



Market & Policy Analyst

About Impact Power Solutions:

Impact Power Solutions, LLC is a full-service clean energy development company. For over 30 years, we have worked to deliver customers solutions ranging from rooftop installations to multi-megawatt community solar gardens. Our company's purpose is, and always has been, to positively impact people, power and the planet with solar energy.

Mission:

To nurture new market opportunities, track policy updates, and provide state-specific community solar program guidance to IPS development teams in solar markets nationwide. The Market & Policy Analyst will analyze opportunities and manage policy and regulatory matters in coordination with the New Markets team. The key metric will be to enter and develop markets yielding at least \$2MM in annual net revenue for at least two years with a goal of exceeding the company's Gigawatt Moonshot by 2025.

Position Responsibilities:

- Identify and analyze new solar market opportunities (e.g. community solar, commercial & industrial, utility scale) by researching federal and state legislation, rulemaking proceedings, and utility rates
- Provide regular energy policy updates to IPS' state solar development teams and upper level management
- Attend recurring state solar industry association meetings and build relationships with other developers & stakeholders
- Provide feedback during stakeholder engagement workshops and compile written regulatory docket comments to help shape the development of new solar market opportunities
- Organize community solar program information and meeting notes in shared web-based tracking documents and spreadsheets
- Provide policy guidance, background research, and tracking support for the IPS sales team's utility and state policy database
- Facilitate meetings, attend conferences, manage program compliance processes, and other duties as assigned

Critical Competencies:

- **Analytical:** The ability to gather, comprehend, and distill information into actionable recommendations.
- **Attention to Detail:** The ability to process detailed information effectively and consistently.
- **Attention to Communication:** Listens actively to stakeholders to identify and use effective communication channels, keeping IPS informed on a regular basis.
- **Calm Under Pressure:** The ability to maintain a consistent attitude and level of professionalism under stressful work conditions.
- **Focus on Quality:** Intense focus on producing only quality work that you can be personally proud of.
- **Coachable:** Open to seeing other's prospective and mature enough to see the growth opportunities when presented.

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<https://indeedhi.re/3HikKNr>



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Cultural Fit:

- Candidate must align with IPS's purpose: to positively impact people, power and the planet with solar energy..
- Candidate should familiarize themselves with IPS' core values and determine whether they are a company fit: <https://ips-solar.com/wp-content/uploads/2021/10/IPS-Core-Purpose-Values.pdf>

Technical Skills:

- Candidate must have moderate knowledge of energy and utility markets including regulatory and policy processes.
- Must possess basic Office proficiency (Word, Excel, Powerpoint, etc).
- Must be comfortable with digital communication including email, text, virtual meeting software, etc.
- Must have ability to search and track utility, policy, and regulatory information via the internet.
- Excellent verbal and written communication skills.
- Complex analytical skills (energy data, utility rates, etc.)
- High level of organizational skills.
- Ability to build partnerships and consensus.

Qualifications:

- **Required:** Bachelor's Degree in Environmental Policy, Business, or comparable AND 1+ years experience in the energy field
- **Preferred:** Master's Degree or demonstrated graduate level- coursework in energy policy, law, and/or business and a deep understanding of community solar financing

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To Apply:

In the "Additional Documents" upload section, please attach a single PDF containing a resume, cover letter, and optional diversity statement describing how your past experiences have influenced your personal and professional growth and the unique perspective or value you bring to the solar industry."