



Endurant Energy: Company Overview

Endurant's vision is to be the leading provider of microgrid and distributed energy resources in North America. Through initial feasibility to design, installation, financing, remote monitoring and long-term maintenance, we are unique in our range and depth of skills and have a demonstrated track record of success. We are poised to accelerate the growth of the company by delivering compelling and creative solutions to customers that demand energy resiliency, reliability, low carbon footprints and an economic value proposition.

Our company is seeking to augment its first-class development team with a Director of Project Development for our integrated microgrids and "eco-district" vertical. Backed by a tried and true distributed energy platform with a mandate to deploy hundreds of millions of dollars of capital, this is a unique opportunity to join and grow with a highly talented team, creating marquis and first-of-their-kind projects.

At Endurant, we believe that the energy transformation currently underway in North America and beyond will continue to require an "all of the above" approach to technology deployment, especially at the district and city scale. For the last six years we have been engaged with a variety of large campuses and developments from the earliest infrastructure planning stages, reimagining the possibilities for distributed energy resources (DERs). These projects benefit from economies of scale and diversity of energy profiles, and individually have huge capital investment potential over a period of a decade or more. Each site might include distributed and utility-scale photovoltaics and energy storage, renewable district heating and cooling, fuel cells, water reclamation and reuse systems, electric and alternative vehicle infrastructure, advanced building controls and virtual powerplant/aggregation tools, among other emerging technologies.



Reporting to the Chief Development Officer, the successful candidate will draw upon Endurant's mandate to deploy capital in the development (planning thru design and construction) of these projects across North America. They will leverage Endurant's internal team and external partners to progress existing projects and, with the support of the company's sales and development teams, seek additional opportunities to develop large-scale integrated technology projects. This is an opportunity for a candidate who is seeking to influence a new paradigm in sustainable development and help build legacy-creating energy projects for the 21st century.

Endurant Energy is a proponent of Equal Employment Opportunities, and values diversity. We encourage all qualified candidates to apply. We have just announced our acquisition by LS Power, a leading US PE firm, specializing in energy, and have immediate plans for significant growth, which this role will play a part in creating. Visit endurant.com for more details.

Director of Development Responsibilities

- Liaise with existing real estate developer clients to understand their sustainable energy goals for each project
- Work with internal team to manage early-stage feasibility and development of integrated technology projects
- Manage external partner's work including engineers, regulatory consultants, equipment manufacturers and others
- Identify and vet new customers in the segment
- Maintain and enhance relationships with strategic partners
- Produce detailed feasibility reports (working with internal and external partners) that demonstrate techno-economic viability of integrated projects

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- Coordinate closely with other internal business units, including Analytics, EPC, Finance, Legal, and Asset Management teams to optimize project design and facilitate successful development of each opportunity
- Manage project development schedules and budgets to ensure timely and cost-effective completion of contracted scope of work
- Identify and manage offerings of potential partners and technology providers

Required Hard Skills

- Five years or more of energy or real estate industry experience in a technical sales / business development role, with a successful track record of project development
- At least three years of micro-grid development experience in a technical, commercial or regulatory role
- Technical and commercial understanding of all distributed energy resources currently on the market, including photovoltaics, ground source heat pump systems, combined heat & power, fuel cells, microgrids
- Familiarity with public and private financing available for large real estate development projects
- Familiarity with utility tariffs and programs
- Experience developing and managing detailed schedules through programs like MS Project
- Existing professional network of real estate developers highly preferred
- Understanding of renewable energy project finance, including lender/equity requirements; facility with Excel-based financial models
- Exceptional oral and written communication skills
- Effective team leader and collaborator
- 4-year relevant college degree required, graduate degree preferred

Required Soft Skills

- Proactive and creative approach to problem solving
- Demonstrable experience of influencing executive decision-making across a broad range of internal and external stakeholders
- Comfortable in client-facing situations
- Ability to work in small teams within a fast-paced environment
- Willingness to work around uncertainty and develop novel solutions to existing challenges

Commented [EW1]: project management?

Commented [EW2]: I wonder if this bullet is 'desired' rather than 'required'? I'd add to a desired list 'experience managing relationships with utilities', and can pull the 'existing professional network of RED' down into the same header

Commented [EW3]: something like this - not just PM, but high level exec influencing?