



Endurant Energy: Company Overview

Endurant Energy's vision is to be the leading provider of energy storage and distributed energy resources in North America. We designed, built, permitted, and delivered the first distribution-scale energy storage systems in New York City. 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.

Endurant Energy seeks to expand the Energy Storage group through the addition of talented, driven individuals. Our core team is composed of independent thinkers who effectively collaborate to develop viable solutions to today's energy challenges. Endurant Energy's Storage Team leverages the interdisciplinary backgrounds and experiences within the team to develop holistic, sustainable projects. We seek to add an intellectually curious Director to take a proactive approach to problem solving and creating and managing partnerships. (Job title will be based on experience.) This position is based out of our **New York City office**.

Endurant Energy is a proponent of Equal Employment Opportunities, and values diversity. We encourage all qualified candidates to apply. In 2021, we announced our acquisition by LS Power, a leading US private equity 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 Energy Storage Development, East Job Description

The Director of Energy Storage Development, East will:

- Collaborate with cross-functional teams (Analytics, Regulatory, EPC) to develop and mature Endurant's energy storage go-to-market strategy in the northeast US.
- Identify key potential strategic channel partners with which to co-develop energy storage projects.
- Contract, nurture, and grow the partnerships to become increasingly efficient, reliable, and productive over time.
- Expand Endurant's storage partnership infrastructure and processes in the northeast US.
- Identify and qualify potential Energy Storage project opportunities both qualitatively and quantitatively.
- Develop discrete energy storage project opportunities that emerge from channel partnerships, from ideation to interconnection approval in collaboration with our cross functional teams.
- Identify, track, and respond to applicable RFPs and competitive procurement opportunities.
- Manage customer relationships for projects that emerge in the Eastern US.
- Cultivate Endurant's presence and reputation among key customers and partners in the northeast US.
- Support the Analytics Team to improve financial models and adapt those models to market changes.

Experience & Desired Hard Skills

- Proficiency in Energy Storage markets, technology, and financing.
- Strong comprehension of DER project structuring.
- Experience developing FTM and BTM energy storage projects, strong knowledge of the development process, how to anticipate and navigate project challenges, and manage development risk.
- Experience developing and nurturing sales channel partnership relationships and customer relationships.



- Deep knowledge of ISO and utility-based markets, regulations, and key entities (IOUs, Municipal entities, regulatory authorities) is essential.
- Expertise in wholesale and demand management markets (rules, regulations, pricing, modeling).
- Experience in financial closing and risk analysis requirements for distributed energy projects.
- Strong command of Microsoft Excel and project finance modeling (knowledge of VBA and/or Python, R, SQL are a plus).
- Energy modeling experience (experience with eQuest or other building energy software highly desirable).
- Electrical or mechanical engineering degree or experience a plus.
- Familiarity and experience with statistics and data analysis concepts such as time series forecasting and regression analysis a plus.
- Familiarity with other distributed energy technologies, including geothermal, combined heat & power, fuel cells, and/or solar PV.
- Experience preparing winning responses to proposals (RFPs), and experience managing the RFP development and delivery process.
- Skilled at developing Microsoft PowerPoint slides and customer-facing content on the fly.
- Graduate degree in related field desired (business, finance, or engineering etc.).

Desired Soft Skills

- Passion for clean energy industry and battery storage.
- Ability to learn and adapt quickly.
- Ability to anticipate challenges and address them pro-actively.
- Results and detail oriented.
- Enjoys and thrives in customer and partner-facing activities.
- Organized, methodical, and structured approach to objectives and tasks.
- Superior written and verbal communication skills, with an ability to convey technical ideas and information to both knowledgeable and a non-expert audience, experience presenting findings to senior management a plus.
- Proactive approach to problem solving.
- Ability to work in small teams within a fast-paced environment.