



## **Geothermal Business Development Manager (Reno, NV)**

**KEY TOPICS: Business Development/Energy Industry. Energy Grid, Energy Markets, Energy Transmission. Power Purchase Agreements. Understanding of Geothermal. Experience in project evaluations in energy.**

### **Responsibilities:**

- Scouting of opportunities for renewable energy technology projects as per the ENA business plan in his/her specific territory
- Selecting target areas, identify strategic sites and partnerships
- Coordinate with specialists to determine the resource availability; energy market: grid interconnection and transmission options for the proposed projects
- Co-ordinate the preparation of BD related presentations to the various approval committees along with contracts for BD services
- Scouting and following up on related mergers and acquisitions opportunities
- Lead a multi-disciplinary team, and participate in due diligence and data room investigation activities
- Work with the Environmental and Permitting group to support all permitting and land owner agreements
- Liaise on behalf of ENA with the Enel Pisa centre of excellence, and other corporate groups
- Contribute to cost estimates of projects
- Prepare, administer, and monitor contracts for services and project agreements

### **Requirements**

- BA/BS in business, engineering or related field MBA a plus
- 5+ years experience in energy BD; experience in geothermal development a plus (Open to less in energy business development – some in geothermal)
- Creative independent thinker
- Demonstrated ability to work both independently and as part of a diverse team
- Superior communication skills both written and verbal
- Strong time management skills
- Strong attention to detail
- Ability to negotiate in diverse and complex environments
- Strong computer skills; Microsoft Office Suite a must
- Ability to manage multiple and fast changing priorities
- Knowledgeable of power markets

### **CONTACT:**

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