Ontario Feed in Tariff Business Development Professional

Tioga Energy is a renewable energy services provider with a growing track record of successfully developing, financing, owning and operating distributed solar power systems and selling the electricity produced by those systems to a variety of commercial, industrial, and institutional customers. The team consists of seasoned, smart and dedicated professionals. Tioga Energy is backed by top-tier investors, who are passionate about building a successful company and driving rapid growth of renewable energy.

A new market for distributed solar rooftop power systems has emerged in the province of Ontario, Canada as a result of a program of the Ontario Power Authority. Under this program, the Ontario Government will enter into long term power purchase agreements (PPAs) with developers like Tioga Energy who can successfully build and operate rooftop solar power systems located on commercial, industrial, and institutional facilities in Ontario. Tioga will lease the rooftops of these facilities in order to site our solar power facilities, and sell the electricity generated to the Ontario Government under 20 year PPAs.

Position Summary

Tioga Energy is looking for a sophisticated business development professional that will be able to identify, qualify, and secure suitable rooftop sites for the development of solar power systems. The right candidate must have strong background in the field of commercial real estate, and demonstrate knowledge of the local market in Ontario. Tioga will support this individual through a local Toronto office and through its headquarters in San Mateo, CA.

Job Responsibilities

- Identify rooftops suitable for the installation of solar power systems
- Differentiate Tioga to property owners as company with track record and delivery capability
- Negotiate and secure long term roof leases
- Work with marketing team to develop market-specific support materials
- Support the collection and analysis of market information and competitive intelligence

Specific Skills and Experience Sought

- Experience and established network in the Ontario commercial real estate market
- Demonstrated ability and experience selling in a highly competitive environment
- Strong contract negotiating and closing skills
- Strong presentation skills with experience selling to C-level executives and building owners
- Understanding of solar power technology preferred

Requirements

- 7+ years of experience working in commercial real estate or closely related field in Ontario
- A bachelor's (or advanced) degree in a relevant business discipline, such as marketing and/or finance
- Ability to work independently and handle multiple tasks and prioritize accordingly
- Must be passionate about getting into the renewable energy space
- Travel Required

Resumes should be sent to jobs@tiogaenergy.com