

# Manager, Project Finance

Tioga Energy is a renewable energy services provider that fast tracks energy independence for commercial, government, and non-profit organizations. 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.

Companies and organizations are looking for new ways to manage their energy costs and support their sustainability goals. While solar power systems look like a viable solution, installations are complicated, capital-intensive and time-consuming. Tioga Energy solves these problems by providing a solution that frees its clients from the complexities of buying and installing a solar facility. Tioga purchases, installs and maintains solar power systems on its client's rooftops or property, and sells the electricity the systems generate to its clients at long-term guaranteed rates through Power Purchase Agreements, or PPAs. PPAs have become the leading way in which commercial-scale solar power systems are deployed in the United States.

## Position Summary

Tioga Energy is looking for an experienced finance professional to be an integral part of the Project Finance Team. This role will work with the team on structured finance, deal flow management, and financial closings with equity and debt providers. Reports to VP Project Finance.

## Job Responsibilities

- The day to day will include four principal activities:
  - Work as a member of the project finance team to analyze, refine, and optimize project economics of the solar projects developed by Tioga Energy.
    - Perform and optimize financial modeling and pricing of individual solar projects, ranging in size from 200 kW to 10 MWs in size as part of the development process.
  - Provide support for the sales team on new project development including customer communication, regulatory analysis, contract negotiation, and creative financial structuring
  - Work with the finance team and the executive team to develop a variety of business analysis and forecasting tools and processes.
  - Support the financial closing process for a variety of financing vehicles including Construction Debt, Project Equity, and Project debt, including assistance with deal marketing, negotiation, documentation, and administration.
- Additional responsibilities will include ownership of specialized projects including:
  - Regulatory analysis as it relates to structured finance
  - Creation and management of processes and tools meant to facilitate business operations

## About You

- Experience with structured finance and tax-driven investments, preferably in the renewable energy sector
- Comfortable working in a team-driven, fast-paced, unstructured environment
- Strong attention to detail
- Creative problem solver who takes initiative and follows through until a job is done right
- Ability to learn new skills and be autonomous
- Passionate about renewable energy

## Requirements

- A bachelor's (or advanced) degree. MBA preferred
- Minimum 5 years experience in a relevant field (solar, structured finance, energy, financial services)
- Excellence with financial modeling
- Excellent written and oral communication skills
- Mastery of Microsoft Office products (Excel, Word, PowerPoint)

## Location

San Mateo, CA

Resumes should be sent to [jobs@tiogaenergy.com](mailto:jobs@tiogaenergy.com)