

C-PACE Business Development Manager

Rhode Island Infrastructure Bank is Rhode Island's central hub for financing infrastructure improvements for municipalities, businesses, and homeowners. We leverage limited capital in a revolving fund structure to offer innovative financing for an array of infrastructure-based projects including water and wastewater, road and bridge, energy efficiency and renewable energy, and brownfield remediation. These quality of life projects improve the State's infrastructure, create jobs, promote economic development and enhance the environment.

Position Summary

The C-PACE Business Development Manager's primary duties are to provide day-to-day management of the Bank's Commercial Property Assessed Clean Energy program. C-PACE financing makes green energy upgrades more accessible and affordable and is accelerating the green energy movement in Rhode Island. The Business Development Manager will be responsible for developing a project pipeline and supporting contractors, project developers, building owners, capital providers, and other stakeholders throughout the project process. The role will also manage all aspects of marketing which will include informational workshops and leading marketing and education campaigns, each to further awareness and promote utilization of C-PACE.

Responsibilities

Program and Business Development

- Develop relationships with commercial real estate professionals including building owners, developers, professional service firms and clean energy contractors.
- Manage business development prospects, cultivate leads and generate business opportunities, while helping project partners manage the closing process.
- Partner with third-party finance providers to manage projects through the internal loan review and approval process.
- Oversee the project technical review process to ensure projects meets program requirements in partnership with the program's technical partner.
- Increase market awareness of the program in Rhode Island through meetings, contractor workshops, informational sessions, and social media marketing.
- Develop, execute, and manage a marketing plan.
- Assist in bringing other Bank lending products (e.g., stormwater, brownfields) to the loan origination process with potential clients.
- Other tasks as assigned by Bank management.

Qualifications

- Bachelor's Degree in finance, economics, business administration, engineering, or equivalent experience.
- Minimum five years of relevant work experience, which includes customer-facing experience on complex, multi-stakeholder projects, project management, commercial loan origination, commercial real estate and commercial energy efficiency/clean energy project development.
- Knowledge of real estate finance, commercial lending, energy finance and/or experience working with renewable energy and energy efficiency projects.
- Skilled at analyzing new business opportunities and arriving at clear decisions.

Desired Skills

- Ability to learn quickly and act in a fast-paced environment. Goal-oriented mentality, detail-oriented and demonstrate strong organizational, leadership, interpersonal and communication skills.
- Excellent critical-thinking and problem-solving capabilities and strong analytical and decision-making skills.
- Effective team skills: professional, assertive, driven, self-starting, and able to multi-task.
- Effective interpersonal and relationship building skills, including the ability to work with management and to work collaboratively with a diverse group of stakeholders, at all levels, internally and externally.
- Comfortable with presentations, telephone conversations and speaking in meetings and other large forums.
- Proficient in the Microsoft Office Suite, including Word, Excel, PowerPoint, Outlook and other software programs as necessary.

How to Apply

Please send cover letter (including salary requirements) and resume to careers@riib.org.