

About GWL: Headquartered in Stamford, CT Greenworks Lending, LLC was founded with the mission of expanding the number of commercial buildings upgraded using Property Assessed Clean Energy (PACE) financing.

Greenworks Lending (GWL) is an origination and lending platform for money- and energy- saving capital upgrades in commercial buildings. GWL utilizes PACE financing so building owners can access long-term, lower-cost capital. GWL partners with contractors looking to expand the number and increase the size of projects they complete. GWL also supports and partners with states, counties, and municipalities interested in promoting economic development, creating jobs, and reducing pollution.

The founding team at Greenworks has extensive experience developing the first successful commercial PACE platform in the country at the Connecticut Green Bank and is now scaling the model across the country. Our vision is to lead a new normal financing energy infrastructure upgrades in buildings.

Business Development Associate Role:

- Supports in all aspects of GWL development and growth, including deal origination, business development, internal transaction management, and external communication
- Prepares marketing material and presentations
- Support VP of Business Development in efforts to expand the number of contractor partners utilizing GWL financing
- Provide support in delivering tools, material, information, and support to contractors to maintain and further project leads
- Support and respond to borrower questions quickly and accurately
- Create, track, and maintain accounts, contacts, and leads via Salesforce
- Perform market analysis and other data analysis to support strategic decisions
- Manage and maintain a set of MS Office templates
- Work with branding agencies to develop and maintain Greenworks brand
- Prepare materials on pipeline activity for presentations to lenders and investors
- Support finance team in modeling projections for deal flow
- Support senior team as needed

Key Qualifications:

- Proficiency in MS Office
- Proficiency in Salesforce
- Extremely strong organizational skills and attention to detail
- Two years in a detail-oriented analytical environment such as management consulting, marketing, or investment banking
- Affinity for creative advertising and marketing
- Passion for Greenworks' vision and the clean energy / PACE space
- Excellent interpersonal skills, superior written and verbal communication skills

- High level of adaptability to a quickly changing environment
- Exceptional ability to self-manage a large volume of tasks and projects and ability respond to changes in priority
- Ability to resolve issues quickly without direction and management control
- Willingness to pitch in across the organization
- Bachelor's degree required

Benefits:

- Located a walk away from the Stamford train station
- Bonus structure based on meeting and exceeding milestones
- Clear goals and accountability
- Positive, energetic atmosphere
- Growth opportunities for top performers
- Social activities and a work life balance philosophy
- Medical Benefits, Paid Holidays, & Unlimited Paid Time Off

This is an explosive opportunity for motivated individuals that want to grow with a rapidly expanding organization and further their career path.

Interested candidates, please email acooley@greenworkslending.com