



**Greenworks Lending is changing the way buildings save energy. Join us!**

### **About Greenworks Lending**

The United States is in the midst of a once-in-a-generation change to the way we produce and consume energy. Commercial and industrial buildings use 50% of the country's electricity yet often lack capital and access to efficient financing to upgrade their systems or generate renewable energy. Greenworks Lending ("Greenworks") uses an innovative lending model called PACE (Property Assessed Clean Energy) to unlock the potential in this market by providing no-money-down, low-cost, long-term capital.

Greenworks is a rapidly growing company that provides financing for energy-saving upgrades in commercial buildings. Our mission is to improve the energy efficiency of our country by creating a new normal for financing energy upgrades in buildings.

The founding team at Greenworks developed the first successful commercial PACE platform at the Connecticut Green Bank. We are now scaling the model across the country. Greenworks is investor-funded and headquartered in Stamford, CT.

We are looking for a business development associate starting summer 2015 to support Greenworks' Chief Business Development Officer in expanding our current market presence and implementing a scalable strategy to enter new markets.

**Business Development Associate Role:** The Business Development Associate will work closely with Greenworks' Chief Business Development Officer to expand our footprint in current markets and scale into new markets. He or she will also develop lasting relationships with energy contractors, building owners, and real-estate portfolio managers. Key responsibilities will include:

- Support in all aspects of project development: including deal origination, business development, internal transaction management, and external communication
- Contribute to go-to-market strategy and implementation
- Development of relationships with contractors and building owners
- Train/support business partners on the Greenworks process (ex: project pre-screening, cash flow analysis)
- Prepare for client meetings including development of background information and presentation materials

Responsibilities will change over time. As a foundational member of the Greenworks team, the Business Development Associate will benefit from rapid on-the-job learning, unparalleled strategic input and access to company executives and tremendous growth potential.

### **Key Qualifications:**

The Business Development Associate role is an entry level position for highly qualified graduates of top-tier universities. Top candidates will have the following characteristics:



- Goal-oriented mentality. Ability to learn quickly. Drive.
- Proven leadership experience
- Passion for Greenworks' vision and the clean energy / PACE space
- Excellent interpersonal skills (phone and in-person) and 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
- Strong organizational skills and attention to detail
- Willingness to pitch in across the organization.
- Grace under pressure, ability to inject fun into stressful situations, and natural inclination to check ego at the door. Cultural fit is mandatory!

**Details:**

- Based in Stamford, Connecticut located a walk away from the Stamford train station
- Bonus structure based on meeting and exceeding milestones
- Social activities and a work life balance philosophy

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

Interested candidates, please email [azech@greenworkslending.com](mailto:azech@greenworkslending.com)