



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 in 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 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 based in Stamford, CT.

We are looking for a business development intern for the summer of 2015 to assist in opening new markets and developing channel partnerships with solar and energy efficiency contractors. Exceptional interns will have the option to transition into a full-time role.

Business Development Internship Opportunity:

The Business Development Intern will support Greenworks' CEO and Chief Business Development Officer to expand the number of contractor and channel partners utilizing Greenworks financing. The selected intern will:

- Conduct research to size target markets and assist with go-to-market strategy
- Develop channel-partner relationships with solar and efficiency contractors
- Maintain opportunity files using Salesforce.com platform
- Provide timely support to contractors submitting borrower applications
- Support new partner acquisition through phone and e-mail outreach and flawless, detailed administrative support

Key Qualifications:

- Passion for Greenworks' vision and the clean energy / PACE space
- Bachelor's degree from a top school completed or in process
- Goal-oriented nature and adaptability to a fast-paced, quickly changing environment
- Proficiency in MS Office; Salesforce a plus
- Excellent interpersonal skills, superior written and verbal communication skills
- Ability to proactively manage a large volume of tasks and projects
- Attention to detail
- Willingness to pitch in across the organization

Details:

- Based in Stamford, walking distance from the Stamford train station
- 3-6 months temporary role but exceptional candidates will be considered for full-time employment