



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 headquartered in Stamford, CT.

We are looking for a Chief Operating Officer starting summer 2015.

Chief Operating Officer (COO) Role: The COO will serve as a member of the Senior Management team and work closely with Greenworks' Chief Executive and Investment Officers to ensure that Greenworks' operations seamlessly integrate and support Greenworks' mission and business model. Key responsibilities will include:

- Ensure the organization is allocating its resources as effectively as possible, including developing systems to optimize operations
- Ensure that the operational controls, administrative and reporting procedures, systems and infrastructure are in place to enable the company's continued growth, safeguard its financial strength and promote ongoing operating efficiency.
- Works with Business Development and Finance teams to create financial and operational tools to support deal volume
- Work with the Chief Executive Officer and Director of New Markets to determine market entry strategy in new states
- Support the outsourced development of a technology platform to enhance origination and streamline underwriting
- Manage internal systems:
 - Human Resources – work with Chief Investment Officer to develop employee handbook, healthcare policy, work with other Senior Leadership Team on executing hiring strategy
 - Work with Chief Investment Officer to modify budgets, define scenario analysis and forecasting for reporting to investors and facility providers

- Ensure documentation / internal recordkeeping supports organizational goals
- Set up formal expense reporting / tracking and vendor payment systems
- Manage external resources as necessary
- Support Chief Executive Officer and Chief Business Development Officer in pitching Greenworks and PACE and ensuring processes run as smoothly as possible for borrowers and contractor partners
- Review of new markets for compliance requirements (i.e. if Greenworks needs lending licenses, how process should differ, etc)
- Ensure Greenworks' systems are compliant with legal agreements with lending facility providers
- Serve as part of senior leadership team and represent Greenworks externally; participate substantially in branding, PR and collateral development
- Develop and recommend processes to enhance the effectiveness and efficiency of a rapidly growing organization; for example: develop and execute scalable application intake and completion process to deliver financing quickly and easily to customers

Key Qualifications:

- 10+ years in a fast-paced environment in which candidate was involved in organizational development and strategy development
- Demonstrated experience with resource allocation, operational oversight, building out and managing the operations of dynamic processes
- High level of adaptability with working cross-functionally in a fast pace, dynamic environment
- Exceptional ability to self-manage a large volume of tasks and projects and ability respond to changes in priority
- Extreme attention to detail
- Willingness to pitch in across the organization
- Bachelor's and advanced degrees from a top university required
- Proven ability to leverage strong written and verbal communication and presentation skills to provide clarity and inspire confidence amongst multiple stakeholders
- Proven commitment to sustainability space

Details:

- Based in Stamford, Connecticut located a walk away from the Stamford train station
- Bonus structure and upside participation in company growth based on performance
- Social activities and a work life balance philosophy

Please contact jbailey@greenworkslending.com for more information or to apply