



Renewable Energy.  
Sustainable Development.

**JOB POSTING #DEV190**  
**POSITION: MANAGER – BUSINESS DEVELOPMENT USA**  
AUSTIN, TEXAS (USA)

**COMPANY PROFILE**

Innergex Renewable Energy Inc. is a global player with an extensive and growing portfolio of assets in Canada, the United States, France, Chile and Iceland. The Company develops, owns, acquires and operates run-of-river hydroelectric facilities, wind farms, solar farms and geothermal plants exclusively producing renewable energy.

Sustainable development producing positive social, environmental and economic results guides our actions. We are not only proud of the work we do, but also of the way we do it. Our many accomplishments and continued successes are made possible by our outstanding team of employees.

Innergex, a publicly traded company, has offices in Longueuil, Vancouver, Lyon and San Diego.

The chosen candidate will be located in Austin, Texas and will focus primarily on wind and solar projects located within the United States.

**ROLE AND RESPONSIBILITIES**

Reporting to the Senior Director – USA, the Manager – Business Development USA is responsible for leading development activities and acquisitions of renewable energy projects throughout the United States with primary focus on wind and solar projects. The successful candidate will be involved in all stages of project development, from early stage inception or acquisition through handover to the construction team, and ultimately to the COD.

**Main responsibilities will include:**

- Identify and pursue new business opportunities (greenfield, acquisitions and JV) and provide recommendations which will enable senior management to make timely decisions on whether to pursue projects;
- Collaborate with internal project specialists and oversee outside consultants to support all aspects of project development, including land acquisition, resource analysis, environmental studies, permitting, outreach, interconnection and transmission, regulatory, legal, engineering and design, and financial modeling;
- Coordinate the due diligence process for the acquisition of operating assets;
- Participate in the assessment of regulatory, technical and budgeting aspects of potential projects;
- Prepare the necessary documentation to submit projects to Senior Management for approval;
- Report on project development status to management via written reports and participation in weekly management meetings and calls;
- Manage the project handover process with the Construction team and support the Engineering and Construction teams during the construction process;

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**[HR@innergex.com](mailto:HR@innergex.com) • [www.innergex.com](http://www.innergex.com)**

Please note that only candidates selected for an interview will be contacted. The masculine is used in this publication without prejudice for the sake of conciseness.

- Support the Finance and Legal departments during interaction with third parties (tax equity, construction financing, etc.) in order to ensure transaction terms are favorable;
- Lead and or assist with the negotiations of commercial agreements with the goal of maximizing value creation.

## PROFILE

- Demonstrated expertise in the development of wind and/or solar projects;
- Deep understanding of origination and experience with power procurement RFP processes;
- Extensive knowledge and experience with key project contracts: Power Purchase Agreements, Generator Interconnection Agreements, Turbine and Equipment Supply Agreements, Partnership and Purchase and Sale Agreements, and Operations & Maintenance Agreements;
- Clear understanding of development processes and procedures (real estate, environmental, permitting, interconnection and transmission, finance and outreach), development timelines, and the stakeholders involved in successful project development;
- Specific knowledge and experience relating to partnership management and contract negotiations;
- Experience in coordinating studies and project development activities with cross-functional resources, peers, and outside consultants to ensure project is progressing on schedule;
- Strong analytical and quantitative skills; expertise with project valuation and financial analysis;
- Effective communication skills (verbal, written, and presentation) with an emphasis on interpersonal skills;
- Ability to effectively work within multi-disciplinary project teams, establish sound relationships and work efficiently and courteously with partners and clients;
- Solid time management skills, with the ability to manage multiple projects and fast-changing priorities;
- Solid organizational skills and meticulousness;
- Proficiency with Microsoft Office (Word, Excel, MS Project, PowerPoint) and Google Earth.

## PROFESSIONAL REQUIREMENTS

- Bachelor's or Master's Degree in Engineering, Finance, Business Administration, or equivalent;
- A minimum of 3 years of experience successfully developing utility-scale wind and/or solar projects;
- Energy storage development and/or ERCOT market experience a plus;
- +/- 30% travel mostly across the USA.