

VP, Solar Acquisitions

Introduction

Foss & Company is hiring a VP, Solar Acquisitions to join our ESG deal team which leads underwriting, due diligence, and post-close asset management for our institutional renewable energy tax equity funds. The VP, Solar Acquisitions will report to the Director of Renewable Energy and Sustainable Technologies.

The Renewable Energy Acquisitions Manager will be responsible for identifying potential tax equity investment opportunities, with an initial focus on solar, including community solar. The mission of this role is to drive renewable energy tax equity investments that deliver attractive risk-adjusted returns for or proprietary funds. We are looking for a self-directed individual who is excited to work with the ESG Deal Team on the evaluation, structuring, and execution of tax equity investments. This includes:

- Networking with developers, accountants, lawyers, and other industry participants to source potential investment opportunities
- Establishing and maintaining relationships with developers and other key parties through industry events, virtual meetings, and in-person site visits
- Evaluating potential transactions by reviewing project developer pitch decks, analyzing project pro formas, having introductory calls, and tracking opportunities on Salesforce
- Drafting and negotiating investment term sheets which meet our fund investment criteria
- Supporting the investment team in gathering information for the investment memorandum which is presented to internal investment committees, and to external stakeholders
- Performing market research to identify new potential investment sectors
- Analyzing financial information related to specific companies and individuals including financial statements, tax returns, bank statements, etc.

About Foss & Company

Foss & Company is a national investment management firm founded in 1983. We have managed and deployed nearly \$7 billion in Tax Equity on behalf of our institutional investor clients through direct investments, syndications, and proprietary Foss fund vehicles. Foss Renewable Energy Partners (FREP) is a wholly owned subsidiary of Foss & Company. FREP is significantly ramping its tax equity investment activity, and we are seeking individuals to join our ESG deal team in all aspects of underwriting, due diligence and negotiations, and post-close asset management.

Requisite traits:

- Deep knowledge of the solar industry, including distributed solar
- Demonstrated ability to influence customers' key decision-makers
- Expertise in managing a variety of stakeholders and projects simultaneously while providing the highest standards of service
- Demonstrated ability to navigate sometimes difficult or delicate situations with customers to reach win-win, and to develop long-term business relationships

- Superb analytical, interpersonal, and negotiating skills
- Strong investment judgement
- Ability to operate autonomously and exceed expectations despite minimal guidance
- Entrepreneurial spirit: flexibility to do whatever it takes and ability to succeed in ambiguous situations
- Intellectual agility and curiosity
- Ability to work well in a dynamic and rapidly changing environment
- Unimpeachable integrity and glowing references
- Outstanding communication and interpersonal skills, including empathy, intuition, and listening as well as strong writing, editing, and basic design skills
- High level of self-awareness and humility, with excitement about confronting uncomfortable situations or new challenges
- Intellectual agility, curiosity, and creativity; problem-solving is your default mode
- Entrepreneurial spirit: flexibility, comfort with risk, recognition that “perfect can be the enemy of the good”

A successful candidate will possess the following skills and attributes:

- 5-8 years of work experience with a strong preference for work in renewable energy development, investment banking, or private equity investing
- 2-5 years of business development and/or M&A experience in the renewable energy industry
- Bachelor’s degree with high academic achievement
- Experience developing, financing, or acquiring solar portfolios
- Experience managing multiple projects and meeting tight deadlines
- Strong references from prior employers and peers

Some benefits to look forward to:

- Health and dental benefits
- Matching 401k
- Quarterly and annual bonuses
- Compensation commiserate with experience and abilities

Diversity: Foss & Company is an equal opportunity employer and does not discriminate against otherwise qualified applicants on the basis of actual or perceived race, color, creed, religion, ancestry, citizenship status, age, sex, marital status, sexual orientation, national origin, disability or handicap, veteran status, or any other characteristic protected by applicable federal, state, or local laws. Foss & Company celebrates diversity, and encourages candidates of all backgrounds to apply.