



CONSULTING SERVICES MANAGER - US

Solas Energy (www.solasenergy.com) provides commercial advisory consulting services to the renewable energy industry. We specialize in project development and project management consulting services, climate change policy analysis, and asset acquisition/divestiture services for utility scale wind and solar power projects. With experience in renewable energy and climate change dating to the late 1990's, Solas Energy provides consulting on a variety of projects in the U.S. and Canada to utilities, developers, contractors, and equipment manufacturers.

Position Overview and Job Description – Consulting Services Manager

Purpose of Position

The Consulting Services Manager will lead the Consulting department for Solas Energy – US. The Manager will have Profit and Loss (P&L) responsibility for the department, will oversee execution for all consulting projects, and will be responsible for developing and supervising all personnel within the department. The Consulting Services Manager will also support the development and execution of Solas Energy's 5-year growth strategy.

Main Job Tasks and Responsibilities

- Oversee, direct, and support all consulting work.
- Manage the scope, schedule, budget, and quality of client contracts.
- Serve as the primary client manager for consulting and due diligence work; maintain contact with key clients and customers.
- Support business development activities to develop new key clients and customers.
- Manage P&L for due diligence and consulting services.
- Develop revenue targets, annual budgets, and strategic goals, and monitor performance under those budgets and goals.
- Facilitate strategic growth within consulting group; conduct business development to achieve growth goals.
- Oversee and manage the personnel and subcontractors assigned to the consulting and due diligence services group including staff support, career development, and management.
- Establish project consulting budgets, and review and approve invoicing activities.
- Coordinate the preparation and regular updates of the project execution plan.
- Identify appropriate subcontractors to provide support as needed.
- Oversee standardization of company processes and procedures to create or increase efficiencies across Solas Energy's consulting team.
- Identify key resources and skills needed to support organizational growth.
- Maintain indirect responsibility for the work product of all project team members.
- Carry out supervisory responsibilities in accordance with the organization's policies and applicable laws.
- Arrange for and organize regularly scheduled project meetings to facilitate, confirm, and communicate the status of progress and assign tasks both internally and externally.
- Work in partnership with the Project and Construction Management department to ensure seamless transition of sites into the construction phase.

Minimum Qualifications

- In-depth understanding of renewable energy and energy storage project development, including environmental and permitting, interconnection, land acquisition, resource, siting, regulatory compliance, financing, contracting, engineering practices, and construction techniques.
- Ability to manage multiple tasks within a project and multiple projects from conception to completion.
- Strong communication, organizational, and interpersonal skills.
- Ability to clearly present the company and business concepts to internal and external customers.
- Experience with project risk management and mitigation.
- Strong communication, organizational, and interpersonal skills; problem solving techniques; ability to take direction.
- General understanding and ability to use project scheduling software and methodology; Microsoft Office suite and Teams platform; and strong Excel/Smartsheet/spreadsheet analysis skills.
- Strong attention to detail; focus on accuracy, consistency, and quality of work.
- High degree of integrity and reliability.
- Ability to pass a criminal and background check.
- Valid driver's license, ability to travel within the US and Canada.

Education and Experience

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- 10 years' experience performing project development or consulting with at least 5 years in a senior position managing renewable energy and energy storage projects, and 3 years performing project due diligence activities.
- Technical working knowledge of environmental assessments, phase 1 site assessments, wildlife and biological studies, hazardous materials surveys, SWPPP requirements, consultations with state and federal agencies, archeological and biological site studies, and other field studies as required.
- Technical working knowledge of power markets, interconnection applications and queues, off-take strategies, wind and solar resource methodologies, stakeholder and siting issues, non-recourse project finance methodology and practices, wind, solar and energy storage technologies, and construction best practices.
- Completed degree in Engineering, Environmental Science, or other relevant field. Master's degree or MBA preferred.

Equal Employment Opportunity Statement

Solas Energy is an equal-opportunity employer. Discrimination in the hiring or employment of individuals based on race, color, religion, sex (including pregnancy, sexual orientation, hairstyle, gender identity or gender expression), national origin, disability, veteran's status, age, or genetic information (including family medical history) is illegal and will not be tolerated. Solas Energy will provide reasonable accommodation to applicants and employees who need them for medical or religious reasons, as required by law.

Commitment to Diversity

Solas Energy is committed to creating and maintaining a workplace in which all employees have an opportunity to participate and contribute to the success of the business and are valued for their skills, experience, and unique perspectives. This commitment is embodied in company policy and the way we do business at Solas Energy, and it is an important principle of sound business management.

Solas Energy believes that diversity and inclusion are essential to the ongoing success of the company through improved employee engagement and business performance. A diverse and inclusive workforce reflects the communities where we work and operate, and provides diverse thought, capabilities, and collaboration. We value our high-performing team and celebrate the diverse thoughts and experiences of each employee.

Disclaimer

This job description is not intended to be an exhaustive list of all skills and working conditions. It is intended to be an accurate reflection of those principal job elements essential for making fair pay decisions about the job. In no event shall the job description be construed to represent a contract of employment. Solas Energy maintains "at-will" employment, where either party is free to dissolve the relationship at any time.