

Senior Business Development Manager - CMS Enterprises

Position Summary

The Senior Business Development Manager (BDM):

- Applies a sophisticated combination of technical, commercial, project and risk management knowledge to identify and complete development of utility-scale renewable energy generation facility opportunities within the continental United States to fulfill CMS Enterprise's (CMSE's) Destination Plan.
- Will be responsible for building and maintaining positive relationships with Commercial and Industrial/Institutional (C&I) customers and will be instrumental in successfully developing, evaluating and analyzing strategies to facilitate customer needs for renewable energy.
- Will assemble and manage multi-disciplinary development teams of internal and external resources that will perform preliminary evaluations of developmental opportunities, conducting fatal flaw analyses, asset valuations, due diligence and negotiate contracts for acquisition of renewable energy (wind, solar or storage) assets/developments.
- Manages and completes development activities necessary to advance partially developed renewable assets into design and construction and eventually commercial operation.
- Coordinates and provides support to CMSE's Project Management Department's management and oversight of construction and to CMSE's Operations Department's ongoing operations.
- Maintains a healthy pipeline of development projects by initiating and maintaining relationships with existing partners and contacts, and also by exploring ways to improve relationships and establish new strategic partnerships.
- Is responsible for maintaining and reporting developmental pipeline progress, timely responses to bids, responses to RFIs and RFPs, asset valuations, coordinating due diligence activities as well as researching industry-related trends and projections to support all developmental activities and other development staff.
- Work with internal external engineering and finance teams to develop valuation models.

Job Responsibilities

Developing and Maintaining relationships with new and existing development partners, potential power off-take customers, internal and external technical, commercial and legal experts, via:

- Attending industry-related events and trade shows.
- Maintaining frequent and timely communications.
- Timely responses to Bids, RFIs and RFPs.
- Update customer pricing models.
- Maintaining good working relations with all support teams.
- Establishing NDAs, Agreements and Contracts.
- Evaluating financial models, valuation techniques and run scenarios.
- Preparing project development plans and implementing such plans, including resource assessments, development studies, landowner relationships/agreements, transmission/interconnect studies, interconnect agreements, market price evaluations, micro-siting, layouts, preliminary engineering, permitting, public hearings, tax abatements, equipment orders, etc.
- Developing win-win strategies for all stakeholders.

Identifying customer's needs (utility, utility coops, commercial industry) for utility-scale renewable energy (wind, solar) and storage projects, maintain regular communications and collaborate with external project developers to identify potential project opportunities that could fulfill customer's needs, and analyze the project opportunities for potential fit with the Company's objectives and the customer's needs. Work on internal processes, metrics, tracking progress and special projects.

These include but are not limited to:

- Attending customer meetings to understand their goals and needs.
- Developing strategies to fulfill customer needs.
- Assemble and manage internal/external teams that investigate, evaluate, select, permit, engineer, construct, operate and maintain renewable projects that meet customer needs.
- Developing long term agreements for offtake, etc.

Identify and coordinate the selection and analysis of potential developmental opportunities of utility-scale renewable (solar, wind) and storage projects that will fulfill the CMSE's Destinations plan, via:

- Preliminary screening of developmental opportunities using existing or new screening tools.
- Developing preliminary financial models and valuations.

- Verifying the inputs and outputs of financial models using research and both external and internal data.
- Developing scenarios that can influence the project life outcomes.
- Developing Bid responses and letters.
- Completing Commercial and/or full-scale due diligence once the preliminary bids are accepted.
- Preparing opportunity summaries/reports and Senior Management presentations, etc.

Collaborate and maintain effective communications with internal Company business groups and segments impacted by the new initiatives, partnerships, acquisitions and contract opportunities. Also coordinating with internal Company and business units, process changes and develop tools and techniques that improves internal processes and the efficiency of the group, in general.

Create and Maintain the plan to ensure a healthy pipeline of developmental projects/opportunities that align with the strategic and business needs. Also updating Senior Management on project status, rally wall updates, participating in new initiatives, working with other strategic teams and other internal administrative duties.

Track industry trends and new developments related to the subject matter (wind, solar & storage) that the Senior BDM is assigned to serve as SME. Also, any other strategic or business needs, as required.

During this time of uncertainty, we are committed to ensuring the safety and health of our communities and co-workers. We are using new and innovative ways to interview and onboard new employees remotely at this time. This role will be work-from-home until our leadership team has determined it's safe to resume work in the office in Jackson, Michigan.

Required Qualifications

- 14+ years of relevant energy industry experience, preferably in utility-scale renewable generation facility Business Development, Project Development and/or Project Management.
- Bachelor's degree in Engineering or equivalent technical or Business field.

Preferred Qualifications

- Master's degree.
- Professional Engineer (PE) in the State of Michigan (or capable of obtaining a license in the State of Michigan).

- Experience in growing customer relationships, customer satisfaction and company business and knowledge of business development practices for a consulting business or similar business segment.
- Experience in managing and/or performing development activities necessary to successfully advance early to mid-stage utility-scale renewable energy development assets into design and construction and commercial operation.
- Experience in managing and/or performing resource assessments, development studies, landowner relationships/agreements, transmission/interconnect studies, interconnect agreements, market price evaluations, micro-siting equipment, layouts, preliminary engineering, permitting, public hearings, tax abatements and equipment orders.
- Project Management Professional (PMP) Certification.
- Experience in project development and management within a matrix management organization and significant accomplishments in building and developing successful teams.
- Experience in managing and coordinating overall development for new electric generating facilities or similar assets/businesses, including renewable energy generation facilities.
- Experience in managing due diligence and evaluation of renewable energy development opportunities.
- Experience in proposal writing and marketing or sales in a product or service business.
- Experience with utility-scale power plant project development and execution.
- Experience in negotiating commercial agreements and contract terms and conditions.
- Experience in contracting strategies for company procurement of products and services and for delivery of products and services to customers while achieving results and managing and mitigating risks for the company.
- Experience with utility-scale and/or commercial energy storage development and execution.

Essential Functions

- Marketing, sales, due diligence, developing proposals and contracting for asset/development prospects, screening, valuation, acquisitions and power purchase agreements; renewable resource assessments, development studies, market studies, landowner relations and agreements, permitting, scoping and management of design, construction, project management, and operation and maintenance of utility-scale renewable energy (wind, solar) and storage facilities and power purchase agreements.
- Duties and reporting relationships will fluctuate between projects.

- The individual should possess the skills to lead, problem solve, and work well in a team environment.
- Individuals should exemplify safe work practices and follow the Company's ethics and compliance standards.
- Lead and manage development activities, including real estate agreements, resource assessment, interconnection studies, environmental studies, siting studies, layouts, preliminary design, inspections, specifications, reports, maps, permits, contracts, schedules, estimates, data collection, field observation and investigation.
- Manage development services with accuracy, integrating all applicable governmental laws and regulations as well as company standards and procedures to complete projects on time and under budget.
- Use computer-assisted programs to prepare project development and preliminary design documents.
- Understand and follow company established standard procedures for file structure and documents.
- Become familiar with contracts, agreements, plans, specifications, maps, and related material for each project and be able to utilize the information appropriately.
- Utilize effective oral and written communication skills to provide technical expertise to customers, clients, coworkers, government entities and the public.
- Public involvement may include producing reports, graphics, presentations, and other visual material as well as occasional speaking or meeting with stakeholders.
- Attend internal and external meetings.
- Provide development services in a legal and ethical manner.
- Resolve all customer complaints in a timely manner.
- Maintain and respond to customer requests, bids, RFIs and RFPs in a timely manner.
- Serve as onsite developer/owner representative.
- Review operating and construction sites to monitor progress and ensure compliance with contracts or design documents.

Hours and Travel

- The primary location will be One Energy Plaza, Jackson, Michigan with travel to project and customer locations.
- The job will be performed in both indoor office/customer locations and outdoor field conditions and could involve work at construction sites, although the majority of the time will be spent indoors.
- Some travel will be required to job sites, project and customer locations and conferences.

- This position requires the individual to work a minimum of 40 hours per week (45-50 typical) with 85% of time spent in the office or specific field locations.
- Individual should be willing to participate in a wide variety of project, customer meetings and industry-related events all over the continental United States.
- Individuals must have a valid driver's license.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the job responsibilities.

Reasonable accommodations may be made to enable individuals with disabilities to perform the job responsibilities.

- While performing the duties of this job, the employee is regularly required to sit, stand, walk, stoop, kneel, crouch, crawl; use hands to finger, handle, or feel objects, tools, or controls; and reach with hands and arms.
- Must be able to stand and walk for periods of up to and beyond eight hours in all kinds of weather, snow, mud, dirt water, ice, etc.
- The employee frequently is required to talk or hear.
- The employee must frequently lift and move up to ten pounds and occasionally lift and move up to seventy-five pounds. The recommended maximum weight for employees to lift without the aid of other employees or a lifting device is 35 pounds.
- Specific vision abilities required by this job include close vision, color vision, depth perception, and the ability to adjust focus.

The work environment characteristics described here are representative of those an employee encounters while performing the job duties:

- The noise level in the work environment is usually moderate.
- The noise level on a construction site is often loud.