



## Head of Origination

### About Noria Energy

Founded in 2018 and headquartered in Sausalito, CA, Noria Energy is a pioneer and leader in the rapidly growing floating solar PV ("FPV") industry in both project development and technology R&D. We develop FPV and other solar projects to serve a variety of customer segments, including hydropower, water utility & water treatment, agriculture, community solar programs, mining, and other commercial and industrial customers.

We are a growth-stage company that provides innovative solutions that help our customers accelerate their transition to clean energy. We are passionate about renewable energy technologies and their positive impact on the environment.

### About Floating Solar PV

FPV is a rapidly growing solution for deploying renewable energy in land-constrained areas world-wide, with more than 4,000 Megawatts deployed globally in just the past few years and growing >20% annually. Noria's FPV projects and technology offer customers with scarce or valuable land a way to access cost-effective renewable energy while also helping to improve the quality of water and reducing evaporation – particularly valuable in drought-prone regions.

### The Opportunity

Reporting directly to the CEO, the Head of Origination is directly responsible for driving Noria's new revenue across the U.S. for solar and floating solar projects across multiple customer segments. The role will be instrumental in building strategic business relationships and providing vision for Noria's growth plan.

Our new Head of Origination will:

- Create, implement, and own Noria's comprehensive customer-origination, go-to-market, and marketing strategies across North America, with a focus on the U.S.
- Lead behind-the-meter (BTM) and community or wholesale solar development origination for the company
- Design and own all aspects of customer origination: prospecting, consultation, proposals, relationship-management, key-account planning, closing, and transitioning
- Ensure a continuously growing revenue pipeline by developing, managing, and nurturing new and existing customers
- Develop strong relationships with decisionmakers across Noria's customer segments: hydropower, utility, community-solar, commercial & industrial, agricultural, and others
- Structure and negotiate win-win commercial agreements with customers and partners
- Lead, manage, coach, and inspire a small team of business development and project development professionals
- Collaborate with the CEO, CFO, and CTO to establish sales goals and other corporate strategies

**Basic Qualifications**

- Undergraduate degree
- 7 years' experience in origination, procurement, or business development within the renewable energy industry
- Demonstrated ability to form and execute data-driven business strategy
- Demonstrated ability to develop and convert revenue pipelines
- Ability to communicate clearly to a variety of internal and external stakeholders, executives, and team members
- Ability to travel up to 20%

**Preferred Qualifications**

- 10 years' experience in origination, procurement, or business development within the renewable energy industry and/or the water-energy industry nexus
- Knowledge of or experience with community solar programs and the distributed solar industry
- Master's degree in business or other analytical field
- Located in (or willingness to relocate to) the Bay Area

*Title and compensation commensurate with experience. To apply, email resume and cover letter to [careers@noriaenergy.com](mailto:careers@noriaenergy.com)*