



Business Developer

Nokomis Energy, a Minneapolis-based energy developer focused on helping our customers take advantage of the energy transition, is hiring a Business Developer to originate new opportunities across the Midwest.

Our ideal candidate will have experience in opportunity and account management, technical and financial feasibility assessments, as well as community and corporate relationship management. This is a great opportunity for an experienced originator to expand their skills into the forefront of clean energy deployment.

At Nokomis, we recognize that with increasing frequency, communities, businesses and organizations are seeking to become active participants in transitioning our energy system to cleaner, cheaper and more local sources. The Business Developer will play an integral role in understanding customer goals and leveraging the Nokomis team to deliver clean, low-cost energy solutions. Possible opportunities may include solar, storage, EV charging, demand response or other solutions that increase the adoption of distributed energy resources. Potential clients may include businesses, schools, municipalities, distributed utilities and any combination of groups that seek to leverage their community to support the energy transition.

Essential job functions include:

- Client Outreach and Engagement – Identify and engage prospects across the Midwest and communicate Nokomis Energy's value proposition
- Account Management – Segment accounts into campaigns to drive inbound and outbound leads
- Opportunity Management – Identify, qualify, evaluate, propose and close high-quality projects that benefit all stakeholders
- Product Expertise – knowledge of renewable energy technology, utility rates, incentives, and financial pro forma, and ability to explain offerings to clients in a clear, concise manner

Qualifications & Skills

- ✓ Strong desire to deliver clean, low-cost energy solutions across the Midwest
- ✓ Energy sales and/or development experience
- ✓ Understanding of energy project structuring options, including proficiency across utility, state, and federal policy
- ✓ Track record of successfully winning and closing business
- ✓ Excellent communication skills, organization skills and writing abilities
- ✓ Bright, self-motivated, and hard-working
- ✓ Relationship building
- ✓ Strong self-starter and project manager
- ✓ Creative, solutions-oriented team player



About Nokomis

Our approach is predicated on creating value for all stakeholders involved in a project. Through a combination of development and consulting services, we use distributed energy to accelerate the deployment of clean, local energy. With over 50 years of combined experience and 30+ operating assets, we provide a fun work environment with a team whose motivations are greater than their own.

**To apply, send your resume to connect@nokomisenergy.com or
visit www.nokomisenergy.com/careers/**