



SR ENVIRONMENTAL JUSTICE PROGRAM MANAGER	
About Us	<p><i>Resonant Energy's mission is to build wealth in environmental justice communities through the development of solar power and energy storage projects for nonprofits, affordable housing, and homeowners.</i></p> <p><i>Thanks to innovative financing options and a focus on operational excellence, we are bringing the benefits of clean energy within reach for everyone. We are B-Corp certified and 100% employee-owned, and we take our commitments to our staff and partners very seriously. After five years of hard work, we are proud to be the #1 solar provider for nonprofits in the Northeast. And we're just getting started.</i></p> <p><i>Please visit www.resonant.energy for more information.</i></p>
Location	Boston, MA. 109 Kingston Street, Boston, MA 02111
Supervisor	Madeleine Barr, VP of Outreach & Sales
Role Start Date	January 15, 2024
Description	<p>The Senior Environmental Justice Program Manager is responsible for managing Resonant's primary environmental justice ("EJ") program, the SHINE Coalition (a collaboration with Rare www.rare.org/boston and other local partners), along with other relevant grant and solar programs. These programs have recently received state and federal grant funding either to launch or to expand. This role will be the primary driver behind delivering on the grants' goals and will play a significant role in selling the program to potential building owners and eligible low-income households who might benefit from the program. Most importantly, a successful candidate needs to be a strong, compassionate communicator with external partners – able to relay technical information about solar finance and structural barriers while motivating them to take action. Internally, successful candidates must have a strong ability to collaborate and find solutions across teams.</p>
Responsibilities	<p>SHINE (Solar Helping Ignite Neighborhood Economies) Outreach, Sales, and Strategy, 50%</p> <p>Description: SHINE Coalition seeks to increase equitable access to solar energy and ensure equitable participation in the solar workforce. The SR EJ Program Manager will be responsible for identifying qualifying sites and moving site owners to Letters of Intent for solar hosting. The SR EJ Program Manager will also be an integral part of the team to establish strategy for outreach, areas of improvement, and evaluation of program success.</p>

Low-Income Community Solar Subscriber Outreach and Acquisition, 20%

Description: SR EJ Program Manager will be required to build partnerships to connect with qualified low-income subscribers for the SHINE Coalition (15%) and other Resonant Energy programs. (5%)

Grants Administration and Data Tracking, 10%

Description: Manage grant milestones, invoicing, and project timelines towards goals. Ensure that outreach and progress are tracked carefully in spreadsheets that can be shared with the broader coalition

Solar Partnerships and Lead Generation, 20%

Description: The SR EJ Program Manager will be required to help integrate their efforts into the broader team's outreach strategy. The SR EJ Program Manager will need to speak to Resonant Energy's other solar programs and help enable seamless transition for clients that are not a good fit for the SHINE Coalition.

Required Skills include:

- *Community Partnership Development:* Work with grassroots groups to establish whether and how Resonant's programs can help their constituents, and help enroll people who can benefit from the programs.
- *Outreach and Targeted Lead Generation:* Implement strategies for identifying qualifying solar site hosts. These efforts may include networking, tabling, webinars, attending conferences and others.
- *Business Development and Technical Sales:* SR EJ Program Manager will be required to generate new opportunities for the solar programs and move qualified leads through the first part of the sales process. Ability to communicate technical information in a compelling way.
- *Grant-Writing and Grant Administration:* Assist with managing Resonant's annual EJ program budget and support colleagues in applying for and winning additional grants.
- *Entrepreneurial Spirit.* Ability to learn quickly and help build innovative programs from the ground up; Detail-oriented, self-starter with the ability to manage many long term programs simultaneously.

Requirements

Education: Bachelor's Degree or equivalent vocational experience required. Masters or equivalent vocational experience preferred.

Experience:

- Min: 5 years of combined experience in business development, sales, and/or program management
- Grassroots organizing and/or background in EJ advocacy
- Solar Industry experience preferred but not required

Language: English fluency with excellent writing and public speaking skills required; Competency in other relevant languages such as Spanish, Haitian Creole, Portuguese, or Mandarin Chinese, is preferred

	<p><i>Computer Skills:</i> This role relies heavily on the use of Google Drive suites, Microsoft Office, and database comfort in Excel. Experience with CRMs and sales tracking database management is strongly preferred.</p> <p><i>Travel:</i> Work is based in our office and in partner meetings around the greater Boston area. Travel around Boston neighborhoods for on-site meetings is required.</p> <p><i>Commute:</i> Office expectation is in-person for the first three months and 3 days per week afterwards; opportunity to work up to 4 weeks fully remote per year and flexibility for covid-related concerns.</p> <p><i>Availability:</i> 9-5 PM or 8 - 4 PM, Monday-Friday, and at least two evenings per month for community meetings</p>
<p>Compensation and Benefits</p>	<p>\$85,000-\$100,000 / yr base salary</p> <ul style="list-style-type: none"> ● Wellness: 100% paid premiums for healthcare and dental insurance ● Retirement: Simple IRA with employer match up to 3% of salary ● Paid Time Off: 18 days paid time off (PTO), 5 sick days per year, 5 days bereavement leave, 2 days of activism, 13 federal holidays recognized; more PTO days granted as time at company increases ● Professional Development: Dedicated budget for all staff members ● Mental Health Budget: \$50 payments available per month ● Office Flexibility: Office expectation is 3 days per week in the office after training period; opportunity to work up to 4 weeks fully remote per year. ● Employee Owner Track: On track for employee ownership, eligible to apply on the third work anniversary, additional benefits include: <ul style="list-style-type: none"> ○ Unlimited paid time off ○ Voting power and decision making in company-wide strategy meetings ○ Profit sharing opportunity
<p>EOE Statement</p>	<p>Resonant Energy is an Equal Opportunity Employer committed to diversity in the workplace. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, protected veteran status or any other factor protected by applicable federal, state or local laws. Individuals who require reasonable accommodations under the Americans with Disabilities Act in order to participate in the search process should notify our Office of Human Resources. We strongly encourage people of color and people who identify as women to apply.</p>
<p>Apply</p>	<p>Please submit your resume and a brief cover letter here.</p> <p>Cover letter prompt: Why do you want to work on SHINE at Resonant Energy?</p>