



SR STRATEGIC PARTNERSHIPS MANAGER	
<b>About Us</b>	<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 <a href="http://www.resonant.energy">www.resonant.energy</a> for more information.</i></p>
<b>Location</b>	Boston, MA. 109 Kingston Street, Boston, MA 02111
<b>Supervisor</b>	Madeleine Barr, VP of Outreach & Sales
<b>Role Start Date</b>	Summer or Fall 2024
<b>Description</b>	<p>The Senior Strategic Partnerships Manager is an integral part of our Outreach and Sales team. Resonant Energy centers our outreach and lead generation strategy around building authentic partnerships with community partners built on mutual interests. The SPM will be leading the efforts to build these partnerships with strategic channels with our core market segments, including family service providers, housing to vulnerable populations, independent schools, community health centers and other institutional nonprofits.</p> <p>The SPM's key metrics will include total value of proposals presented, conversion rate of leads, and timeline of the sales cycle. They will be responsible for managing up to three supervisees.</p>
<b>Responsibilities</b>	<p><b>Partnership Development and Lead Generation (60%)</b></p> <ul style="list-style-type: none"> <li>● Build relationships with the channel partners and gatekeepers of our target market (including but not limited to: institutional nonprofits, family service organizations, independent schools, multifamily affordable housing)</li> <li>● Identify outreach strategies for generating new leads</li> <li>● Build out processes for moving leads from outreach and marketing to the sales team</li> </ul> <p><b>Program and Grant Management (15%)</b></p> <ul style="list-style-type: none"> <li>● Oversee and support some of our existing community-based programs</li> </ul>

	<ul style="list-style-type: none"> <li>• Manage our various grant timelines, management, and invoicing</li> <li>• Identify foundations for added grant support to address client needs and funding gaps</li> </ul> <p><b>Technical Sales (15%)</b></p> <ul style="list-style-type: none"> <li>• Help clients understand the specific economic benefits of going solar</li> <li>• Be prepared to move other institutional clients to letter of intent and contract for other Resonant Energy financing programs</li> </ul> <p><b>Marketing (10%)</b></p> <ul style="list-style-type: none"> <li>• Work with Marketing Coordinator to design and implement outreach campaigns, events, and initiatives to drive lead generation</li> </ul>
<p><b>Requirements</b></p>	<p><i>Education:</i> Bachelor's Degree or equivalent vocational experience required. Masters or equivalent vocational experience preferred.</p> <p><i>Experience:</i></p> <ul style="list-style-type: none"> <li>• Min: 5 years of combined experience in business development, sales, and/or program management</li> <li>• Grassroots organizing and/or background in EJ advocacy</li> <li>• Solar Industry experience preferred but not required</li> </ul> <p><i>Language:</i> 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> <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><b>Compensation and Benefits</b></p>	<p><b>\$85,000-\$115,000 / yr</b> base salary + commission</p> <ul style="list-style-type: none"> <li>• <b>Wellness:</b> 100% paid premiums for healthcare and dental insurance</li> <li>• <b>Retirement:</b> Simple IRA with employer match up to 3% of salary</li> <li>• <b>Paid Time Off:</b> 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</li> <li>• <b>Professional Development:</b> Dedicated budget for all staff members</li> <li>• <b>Mental Health Budget:</b> \$100 payments available per month</li> <li>• <b>Office Flexibility:</b> Office expectation is 3 days per week in the office after</li> </ul>

	<p>training period; opportunity to work up to 6 weeks fully remote per year.</p> <ul style="list-style-type: none"> <li>● <b>Employee Owner Track:</b> On track for employee ownership, eligible to apply on the third work anniversary, additional benefits include: <ul style="list-style-type: none"> <li>○ Unlimited paid time off</li> <li>○ Voting power and decision making in company-wide strategy meetings</li> <li>○ Profit sharing opportunity</li> </ul> </li> </ul>
<b>EOE Statement</b>	<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>
<b>Apply</b>	<p>Please submit your resume and a brief cover letter <a href="#">here</a>.</p> <p>Cover letter prompt: Why do you want to work on SHINE at Resonant Energy?</p>