

RE Project Sourcing Specialist – South & Southeast Asia

Terms of Reference

Dec. 15, 2022

About Powertrust

We have created a new way to help the world's leading companies maximize the social and climate impact of their renewable energy procurement. The Powertrust Energy Network connects global corporate demand for RE with high-impact distributed renewable energy projects serving communities across developing and emerging markets. By sourcing RE from the highest impact projects available, we help climate-leading companies accelerate the global energy transition and reduce Scope 2 & 3 emissions throughout their value chain, while bringing power to the more than 800 million people around the world who lack access to safe, reliable, clean energy.

For the past two years, our team has co-led the [D-REC Initiative](#), a not-for-profit, multi-stakeholder, industry-led initiative to create a new market mechanism, the Distributed Renewable Energy Certificate (or D-REC). The D-REC allows new types of projects and devices to participate in environmental markets by monetizing the environmental attributes their projects generate via a certificate that meets the needs of Fortune 500 corporate energy buyers.

Using D-RECs, project developers can earn additional revenue for the energy they produce to support O&M, unlock additional project finance, or offer lower tariffs to their customers, driving additionality by creating and sustaining new RE capacity and making it more affordable for the people who need it most.

Having spent two years designing the D-REC's technology and market infrastructure, gathering feedback from market participants (both buyers and sellers), and building momentum for the launch of the D-REC as a market instrument, we are currently fulfilling our first commercial transactions.

We have demand for \$6M USD of RE to be sourced from high-impact projects located across South and Southeast Asia that have a planned commissioning date in 2023, representing up to ~27 MW of new capacity. We are looking for an RE Project Sourcing Specialist located in the region (most likely India) to help us identify and onboard qualified project developers to meet this demand.

Scope of Work

The RE Project Sourcing Specialist will be tasked with identifying and qualifying a pipeline of candidate developers and projects that meet our purchase criteria. This will involve conducting outreach, contacting developers, and screening candidates. Once identified, the Sourcing Specialist will assist in building a relationship with the developer, conducting due diligence, and connecting them to the Powertrust Platform. The role will also assist ongoing relationship management with developers and channel partners, and provide support to other parts of Powertrust's business as needed.

The Sourcing Specialist's responsibilities will include:

- Identifying developers and projects that meet purchase criteria

- Identifying appropriate channel partners (e.g. trade associations, financiers, and OEMs)
- Establishing relationships with developers and channel partners by conducting outreach and responding to inbound requests
- Representing Powertrust at industry events and conferences
- Creating outreach materials and collateral (e.g. contributing to the website, creating social media content, drafting and disseminating RFPs)
- Screening candidate projects, developers, and partners through written materials (e.g. emails, RFP responses)
- Conducting discovery calls with developers and channel partners
- Performing due diligence tasks (e.g. managing requests for information, conducting independent research)
- Leading negotiations and managing contract signing workflows from end-to-end
- Liaising with Powertrust's funders and formal partners as required
- Supporting other parts of Powertrust's business (e.g. sales, marketing, fundraising) by showcasing projects and developers as appropriate (e.g. collecting photography, testimony, and other media from developers)
- Assisting with post-contract management, including facilitating monitoring and evaluation activities (e.g. administering impact surveys, conducting site visits)

Timeline

These Terms of Reference were distributed on December 15, 2022. Applications will no longer be accepted after January 15, 2023. This is a limited-term, full-time engagement for up to six months, with the work expected to be performed between February and July 2023. There may be an opportunity to extend the term or transition to a permanent role depending on performance and the needs of the business.

Required Skills and Experience

This role is of critical importance to the success of our first commercial contracts. Our customers' expectations are high, and so are the consequences of failure. To be successful in this role, candidates should (at a minimum):

- Have 5+ years of experience in the distributed solar industry in S&SEA
- Show demonstrated knowledge of the landscape of DRE solar projects and developers in S&SEA
- Have a strong personal network with connections to DRE project developers, financiers, and trade associations in the region
- Show demonstrated knowledge of the regulatory environment governing DRE solar projects, specifically rules pertaining to the ownership and sale of EACs
- Excellent cross-cultural communication skills, humility, and the ability to work effectively with people representing a range of backgrounds and perspectives
- Strong project management skills and comfort working independently with a remote team spread across Asia, Africa, Europe, and North & South America

We encourage candidates with diverse backgrounds to apply. An ideal candidate will also possess the following:

- Prior experience originating and sourcing EACs, including carbon credits and offsets, but especially RECs
- Experience building a pipeline and managing dealflow (e.g. in sales or as an investor)

- Experience monitoring, evaluating, and reporting on social and climate impact indicators
- An eye for social media, photography, storytelling, and content creation

Location and Travel

A successful candidate may be located anywhere in South or Southeast Asia that allows for seamless online, remote collaboration for the duration of this contract. Occasional travel may be required. Strong networks and the ability to work in India will be an asset.

Employment Type & Remuneration

This opening is for an independent contractor for a limited engagement that ends in July 2023. There may be opportunities for extension depending on need and performance. Gross compensation will be fixed between \$4,000 and \$6,000 USD per month.

How to Apply

Send your CV and cover letter to careers@powertrust.com. Please make sure the subject of your email references the job title.

Applications will be reviewed on a rolling basis through January 8, 2023. Unfortunately, we cannot respond to all applicants due to the high volume of applications we receive. You will only be contacted if your application is successful.