



Business Development, Energy Technology Sector Lead

Position Summary

The candidate will serve as the sector lead for the energy industry. In this role, they will be responsible for developing initiatives and executing a strategy to build a pipeline of company attraction and expansion projects. Emerging energy technologies include renewable generation, energy storage and transmission.

The most significant opportunity for attraction and growth will be in the offshore wind industry. To support this emerging industry in the Northeast, the candidate will manage the local offshore wind supply chain. The candidate will support the construction of offshore wind farms by developing a supply chain, connecting local companies with wind farm developers and global companies looking to build out their supply chain in the United States.

Responsibilities

- Particular focus and knowledge of RI's energy tech sector, especially the offshore wind industry.
- Keen understanding of RI's renewable initiatives; identify attraction and growth strategies that complement the State's clean energy policy.
- Build relationships and coordinate interaction between major suppliers and supply chain.
- Catalog and expand RI's offshore wind supply chain; seek to fill gaps and make connections.
- Facilitate supply chain events and work within the Supply RI Database.
- Work collaboratively with other divisions within Commerce and RI industry associations

Key Competencies

1. **Organizational skills:** ability to multitask; efficiently and effectively execute strategy
2. **Resourcefulness:** Passionately finds ways over, around or through barriers to success to achieve results despite lack of resources. Goes beyond the call of duty. Shows bias for action. A results-oriented "doer"
3. **Goal Setting:** Sets fair stretch goals for self. Encourages individual initiative
4. **Energy / Drive:** Exhibits energy, strong desire to achieve, high dedication level

Professional Qualifications

- Interest in, and understanding of the renewable energy industry; esp. the offshore wind and/or supply chain development
- Experience with Salesforce CRM or other customer relation management systems
- Ability to conduct a targeted, systemic, and sustained strategy
- Ability to identify unforeseen opportunities based on market feedback and internal discussions
- Skilled at customer service and relationship management
- Must be self-motivated and a strong team player
- Excellent communication, presentation and organizational skills

To be considered for this position, candidates must submit a cover letter along with a professional resume via email to:

Rhode Island Commerce Corporation

job.opportunities@commerceri.com

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