



SC Director of Strategic Partnerships and Development

September 2024

The North Carolina Clean Energy Fund (NCCEF) is seeking a South Carolina Director of Strategic Partnerships and Development to join its growing team of mission-focused clean energy and financial professionals. NCCEF is a nonprofit financial institution with a mission to accelerate investment in clean and efficient energy solutions and increase climate resilience in North Carolina, particularly to promote climate and economic equity. We partner with public and private investors, foundations, and other non-profit and community organizations to deploy sustainable financing solutions that will create long-lasting environmental, economic, and social benefits and fill gaps in the financial market, especially for traditionally underserved communities.

Position Summary

NCCEF plans to expand its operations into South Carolina and continue to build strong partnerships with key public and private local, state, and national entities. The South Carolina Director of Strategic Partnerships and Development (SC Director) will lead NCCEF's operations in South Carolina and will work to increase climate finance knowledge across the state, build accessible and affordable loan programs for all South Carolina residents, and reduce energy burdens for low-income households. Our aim is to expand affordable loan programs for the benefit of all Carolinians and support the development of the ecosystem of clean energy lenders in South Carolina.

Responsibilities

The SC Director will lead the establishment green bank programs and partnerships in South Carolina:

- Actively engage with state agencies and officials, partner organizations, and funders, to build and solidify partnerships and collaborations, including SC Solar for All.
- Maintain a strong network of peers among CDFIs, credit unions and other community lenders.
- Identify new and emerging opportunities in clean energy financing aligned with NCCEF. Maintain active contact networks to this end.
- Build partnerships among the ecosystem of organizations required to advance the clean energy transition in South Carolina, establish relationships with mission-

focused foundations, corporations, utility providers and as appropriate, public officials and agencies.

- Build relationships with community-based organizations in order to identify financial needs and expand the network of trusted advisors in underserved communities.
- Build relationships to raise grants and loan capital from public, philanthropic, and private sources. Take lead responsibility for establishing the financial stability of the SC operation for future years.
- Strategize, implement, and maintain program initiatives to scale South Carolina lending programs in ways that meet organizational objectives.
- Ensure ongoing programmatic excellence, rigorous program evaluation, and consistent quality of finance and administration for all NCCEF financing programs.
- Produce program reports for leadership and board.
- Maintain organizational standards of satisfaction, quality, and performance.
- Other duties as assigned.

Knowledge, Skills, and Abilities:

- Communication – Effectively communicates to stakeholders at all levels, both verbally and in writing.
- Team Player – Fosters teamwork and collaboration across multiple teams. Willingness to set aside one's own priorities in order to help a team member.
- Leadership – Able to inspire, guide, and lead colleagues on projects and initiatives.
- Business Acumen – Possesses understanding and insight into how organizations perform, including budgeting, business processes, data, systems, and people.
- Business Tools and Technologies – Demonstrated proficiency with a wide range of business systems and technologies, including Microsoft platforms.
- Program and Project Management – Understands and easily transitions between different projects, concepts, initiatives, and work flows.
- Judgment – Exercises prudence and insight in decision-making process while mindful of other stakeholders and long-term ramifications
- Organization – Manages time, projects and activity effectively; Able to prioritize and re-prioritize based on business needs.
- Flexibility – Skilled at transitioning between big picture strategy and programmatic details, as well as adapting to the ever-changing clean energy landscape.
- Curiosity – Exhibits an inquisitive nature and the ability to question the status quo among a community of people they enjoy and teams that work well together.

- Humility – exhibits grace in success and failure while doing meaningful work where skills have impact and make a difference.
- Willingness – Hunger to constantly learn, share, and grow and to view the world as their classroom.
- Motivation and Influence – Able to inspire and motivate others to carry out program and project implementation.
- Problem Solving – Able to quickly identify and solve issues related to program and project management.

Qualifications:

- Master’s Degree in Business, Finance, Environmental Science, Sustainable Technology, or related field.
- Minimum of 8 years experience in program or project management, with at least 2 years leading a team
- Minimum of 2 years experience related to home energy, clean energy, finance or related fields.
- Familiarity with the clean energy financial and policy landscape in South Carolina.
- Intermediate-Advanced proficiency with Excel, Outlook, PowerPoint and Word. Data analytics and creative tools are preferred.
- This position is location based remote. Chosen candidate must be located in South Carolina.
- Must be willing to travel up to 20% of time, most travel will be within North and South Carolina.

The salary range for this position is between \$95,000 - \$120,000.

Why Work With Us?

At NCCEF we care deeply about the work we do and the lasting impact it will have in North Carolina and beyond. We also recognize that the people doing this work are just as valuable. This is why NCCEF has created a culture that values our employees’ health and financial well-being and their lives in and outside of work. In addition to a remote, flexible workplace we also offer the following benefits:

- Healthcare benefits – Medical, Vision, Dental (We cover 75% of individual employee medical premiums)
- Life & Disability Insurance
- Retirement account match
- Flexible paid time off & paid company holidays

- Parental Leave
- Focus Fridays (limited meetings)

How to Apply:

Send your resume and a letter of interest to: NCCEFCareers@NCcleanenergyfund.org.

NCCEF is proud to be an Equal Opportunity Employer.

We do not discriminate based upon race, religion, color, national origin, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity or expression, age, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics. NCCEF believes that diversity and inclusion among our teammates is critical to our success, and we seek to recruit, develop, and retain the most talented people from a diverse candidate pool.