



Director, Fundamental and New Markets

About OYA Solar Inc.

OYA Solar Inc. is North America's leading solar development company. In operation since 2009, OYA Solar develops and finances large-scale solar energy projects in the United States and Canada, bringing cost-effective clean energy and economic benefits to local communities and municipalities. We focus on community solar, C&I, and utility-scale projects. Collectively, OYA's principals have developed, constructed, and financed over 1,000 MW in solar PV projects in more than 11 states and provinces.

THE OPPORTUNITY:

We are seeking a Director, Fundamentals and New Markets to help build our strategy and analytics team from the ground up and to serve as an integral part of the company's growth over the next decade. The successful candidate will have experience in helping research, model, and develop business cases for entry into new markets and expanding revenue opportunities within our existing markets. The candidate will build a comprehensive view of the utility and DG energy markets which will serve as the basis for the firm's strategic plan and drive growth in DG, community solar and utility scale solar + storage markets, as well as exploring entry into other renewable technologies/markets.

Key Responsibilities:

- Collect, develop and maintain the firm's view of ISOs and current state-level markets including current and forward market pricing forecast (energy, capacity, recs, capacity, etc), current and future market conditions, legislative and regulatory developments (including DG procurements, community solar programs, etc), and potential impact to the company
- Uncover hidden opportunities in these markets to provide us an advantage over our competitors and give us first-mover capability
- Work with the origination team and serve as the firm's internal market resource to evaluate PPA, greenfield or M&A opportunities efficiently and to expedite the review process
- Where applicable, work with external affairs firms, industry trade groups or consultants to compile reports, forecasts, and commentary to contextualize and to confirm or revise our internal view
- Follow business development pipelines and manage all requests related to merchant energy, recs, capacity, and transmission/interconnect forecasts for projects and ISOs



- Shape our view of i) expansion into ancillary renewables offerings (wind, hydrogen, etc) in our existing markets/ISOs, and ii) entry into new ISOs or state markets
- Maintain strong relationship with key internal stakeholders in development, origination, marketing, and finance to drive strategy and vision of the firm forward
- Conduct analysis of competitors' activities in existing and upcoming markets
- Lead monthly market reporting and analysis activities to support origination of PPA's and volatility, congestion and REC analysis for new project siting
- Publish regular systematic assessments and updates of existing and new markets for the executive team

Key qualifications:

- Bachelor's Degree in Finance, Economics, Mathematic, Engineering or the sciences, or equivalent
- Advanced degree and/or certifications in an analytic discipline and data analysis preferred
- 7+ years of experience in power and gas market analysis and modeling including an understanding of key market drivers and
- Deep knowledge of North American power markets: PJM, ERCOT, SPP, MISO, NYISO, ISO-NE, CAISO, IESO and AESO
- Deep knowledge of Distributed Generation and Community Solar markets: NJ, NY, MA, MN, CO, CA, IL, PA, MD
- Good understanding of North American gas markets and infrastructure including production, pipelines, storage, and demand
- Extensive power modeling skills and experience with tools such as PROMOD, AURORA, etc
- Experience managing dynamic workflow and multiple projects
- Excellent written, spoken, and presentation communication skills
- Ability to effectively work cross-functionally at senior levels of the company