

**We have an immediate need for a Sr Project Finance & Development Associate in Westborough, MA.**

*As a Sr Project Finance & Development Associate you will be involved in the following:*

- Attend customer meetings and customer presentations with the sales and development team as the subject matter expert for energy project finance.
- Maintain an active list of suitable finance companies by meeting with and qualifying finance companies for NORESKO project offerings.
- Support sales and development teams in contacting, interacting with, and selecting finance companies for project financing.
- Remain up-to-date in the latest financing structures available in the market place.
- Identify and track economic developments that could affect interest rates or other conditions that could impact NORESKO's ability to finance projects.
- Accurately model and evaluate various types of energy project finance vehicles for NORESKO and for its customers including tax-exempt lease purchases, power purchase agreements, contingent payment/shared energy savings agreements, and design, build, own, operate, and maintain agreements.
- Work with NORESKO's finance and legal team to draft and issue documents in order to competitively solicit project financing.
- Work with NORESKO's legal team to develop project finance documents and terms and conditions that are acceptable to both the customer and the finance company.
- Work with NORESKO's sales and development teams to communicate to customers the cost and structure of different available finance alternatives.
- General understanding of accounting regulations and standards and how they apply to project finance.
- Work with NORESKO's finance department and customers finance personnel to make certain that language in the project documents yields the desired accounting treatment for all parties.

*\*Education / Certifications*

Undergraduate degree in business or finance. MBA preferred.

*\*Experience / Qualifications*

- 5-10 years of experience working for an energy project finance company, energy Company or, preferably an ESCO, in arranging financing for energy projects.

- Outstanding implementation, operations, and financial modeling skills
- Excellent knowledge of financing agreements including ability to review and negotiate terms and conditions with customers and finance companies.
- Proficient in Microsoft Excel, Word, and PowerPoint.
- Excellent verbal and written communication skills.

Contact John McKenzie - [jmckenzie@noresco.com](mailto:jmckenzie@noresco.com)