



Position: **Business Development Lead – Impact Investing**
Location: Kitchener, ON
Compensation: \$65k – 70k Annual Starting Salary, depending on experience and qualifications.
Additional Benefits: Company bonus program, competitive health benefits plan, RRSP matching, generous vacation allowance, and staff discounts for solar and EV charging systems.

OVERVIEW

At VCT Group we help our customers meet their sustainability and investment goals. We have built over 300 **Solar Projects** and have a robust pipeline of work for 2024 and beyond. We pride ourselves on having a supportive, diverse, and positive company culture.

Our latest endeavours push the limits to rethink underutilized spaces, such as our in house designed **Solar Canopy** structures, to drive electrification with modern **EV Charging** solutions, and to work closely with industry-leading developers to build out the future of how we generate, use and store electricity.

We are also the founders of a community-based energy investment vehicle. The **CED Co-op** allows investors to take part in building solutions that combat climate change. The Co-op has over 800 members and has deployed over \$45 million into renewable energy projects. We are proud that CED Co-op is the first co-operative in Canada to become a public corporation, enabling investments in the Co-op to be held in registered investment accounts.

VCT Group is seeking a passionate, hands-on Business Development Lead to spearhead our efforts in raising investments that make an impact by funding renewable energy projects that generate clean energy and share the returns with investors.

This position involves working out of our Kitchener office under the direction of the Business Development Manager, and in collaboration with the Business Development Team.

Our culture is very supportive and highly collaborative. We're looking for team players who want to learn the renewable energy industry and grow with our company. If you have a passion for making positive change a reality and want to help build a brighter future together with us, we want to talk with you!

SPECIFIC RESPONSIBILITIES INCLUDE:

- Develop a deep understanding of CED Co-op's securities, renewable energy projects, and impact metrics.
- Educate members and prospective investors on the principles and benefits of impact investing, including the social and environmental returns alongside financial gains.
- Build and maintain strong relationships with members/investors, fostering trust and loyalty by providing ongoing education and support about the impact and performance of their investments.
- Engage in community and industry events to promote the organization's mission and attract new members interested in impact investments.
- Stay informed about trends in renewable energy markets, regulatory changes, and developments in impact investing.
- Work with the marketing team and management to develop and deliver campaigns.
- Meet or exceed sales targets while prioritizing the alignment of client investments with their impact and investment goals.
- Prepare and deliver periodic reports to management and the board.





REQUIRED TO APPLY:

- University degree (business, sustainability, finance or related program), or equivalent work experience.
- 3-5 years related work experience in business development or customer facing roles, working with financial products or services.
- Hunger to sell - ready to dive into prospecting work and early-stage business development.
- Fantastic on the phone and on video calls. Top notch written and verbal communication.
- Able to contribute to a positive, collaborative, and diverse workplace culture. VCT is committed to a culture of mutual respect and support; and to providing a safe space for all employees and visitors.

YOU'LL ALSO PROBABLY NEED THIS TO GET THE JOB:

- Experience in developing and delivering presentations, as well as speaking to groups (5 to 50).
- Experience in developing and delivering periodic reports to management and board level executives.
- Demonstrated attention to detail, customer care and superior quality of work.
- Ability to identify problems and develop multiple creative alternatives for problem resolution.
- Time management and the ability to prioritize activities regularly and ensure key objectives are met.
- Highly efficient use of computer applications including databases, Zoom/Teams, CRM platforms, and other MS Office applications (Outlook, Word, Excel, PowerPoint).

ADDITIONAL SKILLS, ABILITIES AND QUALIFICATIONS THAT WOULD BE AN ASSET:

- Knowledge of financial services and investments, including bonds and shares.
- Experience with socially responsible investing, "green" investments, and impact investing.
- Familiarity with renewable energy (solar), sustainability, climate change and its impacts.
- Knowledge of, or experience in working within, a Co-operative business model.
- Experience or understanding of marketing campaign development and delivery.
- Affinity for technology and automation, understanding ways in which technology can be utilized to improve efficiency, quality and service.

YOU'LL LIKELY BE A PRETTY GOOD FIT IF SOME OF THE FOLLOWING DESCRIBES YOU:

- You enjoy talking with people and aren't afraid to pick up the phone and call someone to follow-up or check in.
- You enjoy catching up on the latest readings in communications and behavioral science (Ariely, Gladwell, Godin, Heath, Pink...)
- You enjoy learning and are excited at the opportunity to develop a deep understanding of solar, renewables, energy storage and electric vehicles, as well as how these projects come together.
- You're a bit of a perfectionist, in a healthy way, you value precision and accuracy.
- Without being arrogant or boastful, you are quite inwardly competitive and like to feel accomplished.
- You already own an electric vehicle, or can hardly wait to get one, and you are keenly aware of your environmental footprint.

If you do not feel you can tick all the boxes for required qualifications, let us know why and what you bring that shares new perspectives or talents. We seek enthusiastic candidates willing to take a step into the exciting future of electrification.

Interested candidates should forward their resume and cover letter to hr@vctgroup.com. We would like to thank all candidates for their interest, however, only those potentially suitable for the position will be contacted.

VCT is committed to the values of diversity and inclusivity. If you require accommodations in the interview process, please provide details in your application.

