

Regional Director of Government Partnerships Bay Area

Job Description

The Regional Director of Government Partnerships will be responsible for advocating the Figtree Property Assessed Clean Energy (PACE) program and its implementation with the cities and counties throughout Northern California. The position requires developing strategic partnerships with cities and counties including introduction, acquisition, and an on-going relationship management. As Figtree's regional program lead, the Regional Director must be able to work independently to support municipalities through the entire process of adopting the PACE program. The Regional Director must be able to work remotely, with limited administrative support, and assume other responsibilities as assigned.

Figtree seeks a professional experienced in building public private partnerships and who possesses the ability to bring a mix of best practices and innovation to the job. The ideal candidate will demonstrate leadership and possess a strong entrepreneurial spirit. We are a developing company and are looking for an individual that has proven experience, and is results oriented, effective, efficient, hands-on, self-motivated and independent.

Responsibilities

The Regional Director of Government Partnerships reports directly to the Vice President of Government Partnerships.

- Execute Figtree's Government Partnership Plan including outreach, communications, presentations, sales tools, competitive analysis and general sales support and relationship management at the regional level;
- Maintain a working knowledge of significant developments and trends in the field;
- Assist cities and counties through the process of adopting the Figtree PACE program;
- Develop relationships with key elected officials and municipal staff and administrators to effectively facilitate adoption and implementation of the PACE program;
- Give presentations and testify before legislative bodies and other groups regarding the Figtree PACE program;
- Monitor municipal legislative dockets and procurement activities for activity related to PACE financing;
- Serve as an educational resource for elected officials and municipal staff wishing to learn more about PACE financing;
- Develop emails, letters, presentations, flyers, and other materials to promote the Figtree PACE program to new cities and counties;
- Manage Figtree's ongoing relationship with participating municipalities;
- Work closely with Executive team to develop and manage channel and partner strategies and programs.

Related Experience and Educational Requirements

Required

- BA/BS in business, public administration, or relevant field
- Five (5) years or more of work experience in government or public affairs
- Ability to deal with the elected officials, public officials, and members of boards in a manner that is diplomatic, firm, and knowledgeable
- Ability to multi-task, working in a fast-paced environment under tight deadlines
- Strong interpersonal and relationship-building skills
- Ability to travel (25 percent of time)
- A functional understanding of how cities and counties operate in California
- Versatile, can-do attitude, entrepreneurial spirit

Preferred

- MBA in Public Administration
- Familiarity with financial concepts
- Knowledge of energy industry and/or PACE financing
- Familiarity with the political process and / or having relationships with local elected officials

Company Description

Figtree Financing is a rapidly growing San Diego-based clean energy financing company. Figtree provides innovative programs to enable capital for environmentally friendly products and services. The Figtree OnDemandPACE™ Program provides PACE (Property Assessed Clean Energy) financing to help property owners improve their properties and lower their utility bills with energy efficiency, renewable energy, and water conservation upgrades. Property Assessed Clean Energy is a new form of financing that provides property owners with capital to improve their properties with energy efficiency, renewable energy and water conservation upgrades based on property values.

PACE requires no money down, fixed interest, long term financing that doesn't impact a property owner's credit score or capacity to borrow for other needs. Figtree Financing has successfully funded millions of dollars of property improvements with PACE Financing.

Energy efficiency and renewable energy finance is a multi-billion dollar industry. Figtree is continuing to expand its offerings into new geographies and verticals. Incorporated in 2011, Figtree has laid a foundation for growth while maintaining an entrepreneurial culture. Learn more about us online at www.figtreefinancing.com.

To apply please send a cover letter and resume to info@figtreefinancing.com