



Senior Project Development Manager

Okovate is a pioneering solar developer on a mission to revolutionize land use by co-locating solar panels with active agriculture. Our agrivoltaic (APV) model is a win-win: it creates a new, resilient revenue stream for farmers, solves land-use conflict for communities, and provides de-risked, high-value assets for our investors.

Role Qualifications: Who Are We Looking For?

This is a critical, hands-on role. As our Senior Project Development Manager, you will be the key player responsible for shepherding our agrivoltaic projects from late-stage origination to Notice to Proceed (NTP). You will be the central hub, managing all the complex workstreams, contractors, and stakeholders required to get a project approved, permitted, and ready for construction.

- **Core Experience:** 4+ years of hands-on project development experience in renewable energy, with a strong preference for community or utility-scale solar.
- **Proven Track Record:** You have a portfolio of projects you have personally managed and successfully brought to NTP.
- **Utility & Permitting Expert:** You understand the interconnection and permitting process inside and out. You aren't afraid to get on the phone with a utility engineer or present to a planning commission.
- **Exceptional Organization:** You are a "list-person" who thrives on managing multiple complex workstreams, deadlines, and contractors simultaneously. You know what "done" looks like.
- **Self-Starter:** You have an entrepreneurial spirit and are comfortable with the pace and autonomy of a startup. You can run with a task without constant supervision.
- **Passion for the Mission:** You have a demonstrable interest in sustainability, agriculture, or land-use policy. You're excited to build something new.

Key Responsibilities

- **Drive the Development Pipeline:** Manage all project development milestones from an executed AgriLease to NTP.
- **Stakeholder & Utility Liaison:** Act as the primary point of contact for utility (e.g., Dominion, Potomac Ed) and county stakeholders. You will confidently manage relationships with planning/zoning boards, interconnection managers, and county officials to secure project approvals.
- **Manage Critical-Path Contractors:** Oversee and coordinate all third-party development support contractors, including those performing title pulls, ALTA surveys, environmental reports (NEPA, Phase I ESA), and glint/glare studies.
- **Permitting & Interconnection:** Lead the preparation and filing of all key applications, including conditional use permits (CUP), special-use permits, and interconnection applications.
- **Incentive & Program Management:** Manage the application process for project incentives, such as state-level programs (e.g., Maryland Community Solar, Virginia Shared Solar, Maryland CPCN) or federal grants.
- **Project Diligence:** Maintain meticulous project records, respond to diligence requests, and support the finance/leadership team in project-level financing and sales.

Position Benefits

The base salary for this critical role is highly competitive and offered as a transparent range of **\$110,000 to \$130,000**, depending on the depth of your community solar experience and demonstrated track record of taking projects to Notice to Proceed (NTP).

In addition to the competitive base, this role features a **substantial performance-based bonus opportunity** tied directly to achieving key development milestones, specifically the successful delivery of projects to NTP. This upside is designed to be a material component of your total compensation, rewarding you for the direct revenue impact your work has on Okovate's growth. Detailed targets are discussed during the interview process, ensuring direct alignment with the execution targets set in partnership with the executive team

- Meaningful equity in a high-growth, venture-backed startup
- Comprehensive benefits (Health, Dental, Vision)
- Flexible, remote-first work environment

Role Expectations

- Candidate will work 40-hour week as a full-time employee
- Candidate has no conflict of interests that would hinder performance at Okovate
- Execute development targets set in partnership with executive team
- Participate in weekly internal and external meetings

If you're a visionary leader with a passion for sustainability and deep understanding of solar origination and project development, we encourage you to apply!

Email a resume and brief explanation of why you're the right candidate for this role at OSE savannah@okovate.com