



Job Title:	Sr Manager, Procurement	Position Type	Full Time
Department/Group:	Operations	HR Contact:	Sara Deslierres
Location:	Remote / Oakland, CA -HQ	Travel Requirements:	10%

Applications Accepted By:

Online application preferred, if you need accommodation for the online application, please contact us directly. To apply, click [>>HERE<<](#)

Company & Job Description

Primergy is a developer, owner, and operator specializing in utility-scale solar PV and battery storage projects across the United States. The company manages a significant portfolio of operational and development-stage projects across major energy markets, including ERCOT, MISO, PJM, CAISO, WECC, and SERC. With a diverse and talented team bringing decades of expertise in renewable energy project development, financing, construction, and operations, Primergy leads the industry in delivering innovative and sustainable energy solutions. Primergy is a portfolio company of Quinbrook Infrastructure Partners and is the primary investment platform for Quinbrook Infrastructure Partners' solar and solar plus energy storage activities in North America.

Primergy is growing our small, experienced team to manage the significant growth in our business. We offer a fun, entrepreneurial culture, competitive compensation, and the opportunity to work with a mission-driven, collaborative team.

ROLE & RESPONSIBILITIES

The Sr. Manager, Procurement will support the sourcing, negotiation, and execution of supply agreements for utility-scale solar and energy storage projects across North America. This role will be primarily responsible for procurement activities associated with photovoltaic modules, utility-scale inverters, main power transformers, and high-voltage breakers.

Working closely with Development, Engineering, Project Management, Legal, Finance, and Construction teams, the successful candidate will manage procurement processes from initial supplier engagement and competitive solicitations through contract execution and supplier handoff. The position requires strong commercial acumen, contract negotiation experience, and an understanding of utility-scale renewable energy projects.

RESPONSIBILITIES INCLUDE

Strategic Sourcing:

- Lead competitive sourcing, requests for proposals (RFPs), and supplier evaluations.
- Manage procurement activities for:
 - PV Modules



- PV and BESS Inverters
- Main Power Transformers
- High Voltage Breakers
- Maintain and expand relationships with strategic suppliers.
- Analyze supplier proposals, pricing, technical exceptions, delivery schedules, and commercial risks.
- Develop sourcing recommendations and procurement strategies for management approval.

Contract Negotiations.

- Lead negotiation of equipment supply agreements, master supply agreements, framework agreements, and purchase orders.
- Coordinate with internal legal counsel and external advisors to negotiate commercial and contractual terms.
- Evaluate and allocate key project risks, including schedule, performance, warranty, logistics, liquidated damages, force majeure, and change management provisions.

Market Intelligence & Forecasting:

- Monitor equipment pricing, manufacturing capacity, supply chain trends, trade policy developments, tariffs, domestic content requirements, and emerging technologies.
- Develop procurement budgets and cost forecasts for development-stage projects.
- Maintain market intelligence on suppliers, manufacturing locations, lead times, and market risks.

EDUCATION AND EXPERIENCE REQUIREMENTS

- Bachelor degree **or equivalent combination of education and experience.**
- Seven (7) years of increasingly progressive experience in procurement, contract management, asset management, operations or a similar function.
- Experience within the energy, power, infrastructure, or renewable energy industries is required.
- Experience supporting utility-scale solar, battery energy storage, transmission, substation, or other power generation projects is strongly preferred.
- Experience negotiating equipment supply agreements, master supply agreements, framework agreements, or other complex commercial contracts is required.

SKILLSET

- Honesty and integrity.
- Strong commercial acumen with the ability to identify, evaluate, and mitigate contractual and commercial risks.
- Resourceful and accomplished research skills - ability to effectively utilize publicly available materials.
- Excellent negotiation, communication, and stakeholder management skills.
- Strong cross-functional collaboration skills with the ability to effectively partner with Development, Engineering, Construction, Finance, Legal, and Executive Management



teams.

- Ability to analyze commercial, technical, and schedule considerations and translate findings into actionable recommendations.
- Ability to succinctly communicate and summarize complex issues into actionable deliverables.
- Driven, resourceful and comfortable working in an entrepreneurial environment.
- Demonstrated ability to manage competing priorities and deliver high-quality work on deadline.
- Strong work product ownership, and organizational skills
- Requires intimate knowledge of the power and renewable energy market dynamics. Preference for renewable experience in U.S. competitive wholesale electricity markets.
- Requires the ability to stay current with market dynamics, supply chain developments, emerging technologies, trade policies regulations, and trends influencing the continued adoption of renewable energy.
- Commercial mindset, strong prioritization, communication, and organizational skills are required.
- Ability to quickly step into new tasks and adapt to new circumstances in a dynamic environment.

Primergy is committed to cultivating an inclusive and welcoming workplace. We encourage applicants from all backgrounds and do not discriminate based on race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, or veteran status. We understand that individuals from historically underrepresented groups — including women, people of color, LGBTQ+ individuals and people with disabilities — may hesitate to apply if they don't meet 100% of the listed qualification. If this role aligns with your interests and career goals, we encourage you to apply even if you don't meet all the criteria.