

## **Puerto Rico Policy & Market Director, San Juan Based**

### **This is who we are:**

If change means solving one of the biggest challenges of our time by reinventing the way people power their homes, then we say bring it on. We're making the electric system more reliable and resilient, reducing carbon emissions, adding new jobs to the economy, and having fun while doing it. In 2007, Sunrun co-Founders Ed Fenster and Lynn Jurich set out to make home solar mainstream. Upfront cost was a huge barrier to home solar adoption, so they invented the model now known as "solar as a service." Sunrun allows homeowners to pay for solar power, not the panels. This means Sunrun owns, maintains, and monitors the system while homeowners pay for the electricity it produces. Each business day, Sunrun supports one solar installation every 10 minutes, directly employing over 3,000 people across the U.S. Sunrun also pairs home solar with batteries, giving customers even more control over their energy use.

Sunrun is seeking a dynamic leader to manage Sunrun's public affairs and business operations in Puerto Rico. The Policy & Market Director (PMD) will interact with policymakers, the press, and solar partners, and manage the market's success on a day to day basis. S/he will be at the cutting edge of energy policy progress in Puerto Rico, responsible for advocating for the company's policy positions in Puerto Rico, managing legislative and regulatory affairs, and supporting Sunrun's advocacy broadly. This person will be a member of Sunrun's Policy team and will also have dual reporting relationship with Sunrun's Partnership team.

The ideal candidate will be independent, well organized, self-directed, and a team player who effectively manages the demands of multiple projects. S/he should thrive in an entrepreneurial environment within a dynamic and ever changing industry. S/he should also be a strong bilingual communicator who can effectively interface with policymakers, senior management, customers, partners and industry and community stakeholders on company policy and business objectives.

### **Here's what you'll do as part of the team:**

The PMD will be responsible for the day-to-day management of Puerto Rico policy and the market, partnering with a Director of Policy, and other teams, to:

- Represent Sunrun in legislative, regulatory, and agency meetings in Puerto Rico, monitoring legislative and regulatory developments and supporting federal lobbying.
- Work closely with internal departments to determine the business impact of regulatory proposals and legislation, and take the lead in crafting and writing Sunrun's advocacy position in such proceedings.
- Create and identify opportunities for public funding and incentives to support solar and storage investment in Puerto Rico.
- Engage with the press and serve as Sunrun's primary spokesperson in Puerto Rico.
- Build and maintain a robust network of contacts, supporters, and industry colleagues to advance solar policy.
- Manage the relationships with our contract lobbyist, external counsel, and consultants.

The PMD will also be responsible for monitoring the relationship with Sunrun's partner business in Puerto Rico and supporting continued business development and Grid Services initiatives:

- Oversee day to day partner management, working closely with the business, partner, and operational teams to maintain and improve the market fundamentals.
- Support coaching our partners and their teams to professionally sell our products and collaborate with counterparts to ensure the timely completion of construction (of solar + storage systems)
- Support holistic good health and support for our partnerships, including but not limited to sales growth, customer satisfaction, quality construction (supported by other teams)
- Work closely with Grid Services team and Business Development team to identify or create opportunities to position Sunrun as a partner for resilient rebuilding of Puerto Rico's electricity system

**Here's what you'll need to be successful:**

- A deep knowledge of Puerto Rico policy, political, and market dynamics
- Bachelor's degree; master's or law degree preferred
- Significant relevant work experience, preferably in energy or economic policy or regulation
- Ability to work quickly and efficiently, to manage time and multiple deadlines
- Excellent bilingual verbal, written and personal communication skills, including the ability to communicate complicated and technical policy points effectively
- Ability to work effectively in cross-functional teams
- Management experience preferred
- Ability to thrive in an evolving and dynamic environment
- Passion for clean energy and rooftop solar and storage growth

Contact:



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