

Location: West Coast (WA, CA, OR, NV, AZ)

Manager: Marty Trivette, SVP Energy Solutions

Position: Senior Solution Architect

Who we are:

AlphaStruxure is a leading Energy as a Service (EaaS) provider and microgrid integrator. Its purpose is to decarbonize energy infrastructure at speed and scale. It does so by helping public- and private-sector organizations achieve ambitious, tailored energy transformations — without the CapEx or complexity. AlphaStruxure designs, finances, builds, owns, operates and maintains energy infrastructure, including microgrids, to deliver emissions reductions, reliability, and resilience. Its projects include two of the largest transit microgrids in the U.S. and a microgrid for John F. Kennedy International Airport's New Terminal One. Unlike other EaaS providers, AlphaStruxure owns its clients' systems for the entire lifecycle, making the company accountable to long-term guarantees on pricing and performance. AlphaStruxure's joint-venture model harnesses Schneider Electric's 185+ year legacy of energy innovation, with more than 350 successful microgrid projects across North America. AlphaStruxure is based in Boston, Massachusetts, operates across North America, and leverages global capabilities. Learn more about the company at alphastruxure.com and follow the company on LinkedIn.

About the role:

AlphaStruxure is seeking a Senior Solution Architect (SA) who will be a catalyst and champion of innovation, responsible for influencing and supporting strategic customers in the development of delivering Energy as a Service Solutions. The Senior SA will lead the definition of EaaS Solutions that incorporate applications such as combined heat and power (CHP), small power generation, renewable energy, microgrids, energy storage, and financial solutions. The Senior Solution Architect will work collaboratively with AlphaStruxure developers, investment associates, and project managers to build comprehensive technoeconomic solutions custom designed for customers. The Sr. SA will also work with Schneider Electric (SE) Microgrid Competency Center (MGCC), Energy and Sustainability Services (ESS), and other SE business units as well as The Carlyle Group, various generation firms, and Engineer Procure Construct (EPC) firms. The goal is to develop optimized and differentiated energy solutions for our customers.

What you'll do:

- Be the trusted advisor in the minds of our clients.
- Position our value propositions into solutions that provide innovation and differentiation by addressing customer needs, customer processes and technical challenges.
- Create conceptual techno-economic on-site energy solutions that appreciate and address the complex customer pain points of energy cost, sustainability, reliability, resilience, Capex constraints, and risk management (includes detailed data analysis, conceptual design, and modelling).
- Work collaboratively with development team members to win business by leading the conceptual design for Energy as a Service solutions that address client needs.
- Define reference architectures and technical proposals.
- Contribute to investment associate financial modelling of opportunities in pursuit.

- Enable the business development team to win business by coaching them on solutions and supporting their sales pursuits.
- Lead educational sessions for our business development teams and origination partners.
- Establish the “Thought Leadership” position in the market and build credibility with customers.
- Mentor other solution architects.

What you’ll need:

- Specific experience working in the project design phase and deep knowledge of how to influence the project specification.
- A recognized technical leader who commands respect and can work with multiple stakeholders.
- Be an expert in energy generation and microgrid technologies, including various baseload generation technologies, and experience executing microgrid projects in the US and Canada (familiar with applicable codes, standards, permitting and energy market regulations).
- Proven ability to independently propose project scope and negotiate with partners.
- Ability to closely collaborate on teams and lead teams; ability to lead collaborative proposal development.
- Strong oral and written communication skills.
- Excellent customer relationship and interpersonal skills.
- Confident speaker able to present at conferences and lead technical workshops.
- Degree in Engineering.
- 10+ years’ experience working in a similar role and / or industry.

This position requires a bachelor’s degree in engineering (typically mechanical or electrical), Electronic Engineering, or related field and 5+ years of work experience in technical engineering or related field.

Also, must have the following:

- 2+ years of experience in utility scale and distributed behind the meter (BTM) distributed energy storage system (ESS), microgrid technologies, Energy Management System (EMS), ESS project design, and specification.
- 3+ years of experience in technical and commercial proposal development, cost evaluation, financial modeling, business development, and contract negotiation.
- A person has at least 2 years of experience modeling and applying Distributed Energy Resources (DERs) on projects. (Solar, Gas generators, Fuel Cells, Linear generators, Battery Energy Storage, Electrolyzers, Geothermal, Hydrogen or renewable natural gas utilization, etc.)
- Experience with on-site or utility power generation
- Energy modeling with tool experience like PVSyst, Helioscope, Thermoflex, home grown internal systems, etc.
- Ability to calculate total cost of ownership, working with Owner Engineers, Engineers of Record, EPCs, etc.
- Engineering economics experience understanding paybacks, IRRs, NPVs, etc.

Nice to have:

- Experience in power system engineering and power project development within electric power industry, such as permitting, providing subcontracted services or equipment engineering, construction.
- Experience in writing complex utility scale construction proposals, utility capital planning, and regulatory approval for regulated transmission and distribution (T&D) projects.

Benefits & perks that we offer:

- Generous PTO
- Flexible/Remote Work Culture
- Competitive Compensation
- Health, Dental and Vision coverage for you and your dependents
- 401k match – Fully Vested day one
- 12 paid holidays
- Flexible Spending Account/ Health Spending Account
- Paid parental leave
- Tuition reimbursement
- Fertility/adoption support
- Health & wellness program and discounts
- Professional development & training\

Our commitment to you:

We seek out and reward people for putting the customer first, being disruptive to the status quo, embracing different perspectives, continuously learning, and acting like owners. We want our employees to reflect the diversity of the communities in which we operate. We welcome people as they are, creating an inclusive culture where all forms of diversity are seen as a real value for the company. We're looking for people with a passion for success – on the job and beyond.