



## Megawatt Recruitment Overview:

Megawatt Recruitment is a specialist recruitment firm that works with leading US and international firms to attract top talent for jobs in Renewable Energy, Carbon Capture, and related fields.

## Employer Overview:

When you join this privately held, industry leader in engineering and construction, this will be a career move, not just a job change. Headquartered in Boston, this \$1B+ annual revenue company has diverse operations across multiple lines of infrastructure including energy, water, transportation, and environmental remediation and employs about 5,000 people.

Within the energy sector, this company does projects with various forms of renewable energy including geothermal, clean hydrogen, waste to energy, solar, and wind as well as reusable energy sources such as sewage, biomass, and waste heat.

For geothermal energy, this company is vertically integrated as a general contractor and EPC. Its in-house teams conduct feasibility studies, design, build, and commission geothermal power plants around the world. With 10+ years of experience in geothermal, you will be working with a management team that understands the technologies available, has a healthy appetite for risk, and who have the right people and resources available to quickly execute new projects.

## Position Overview:

The **Northeast Regional Leader for Geothermal** is a senior, strategic position that will be responsible for expanding the geothermal business unit both in terms of new projects and building a team.

You will work alongside municipalities, federal agencies, schools, industrial clients, and private businesses to provide turnkey geothermal projects at community-scale and district-scale to help them meet their sustainability goals through implementation of geothermal power generation projects.

You will be managing project-based teams to deliver the full suite of services to bring projects from concept to completion including an in-house permitting team, design teams (including electrical, civil, and mechanical (HVAC)), scheduling, project management, legal, and financial planning (ex: maximizing incentives at federal, state, and local level). This company serves as a general contractor for many of its clients, so you will also be responsible for evaluating, selecting, and overseeing outside engineers, consultants, and service providers.

Because this company has been involved with large scale geothermal projects globally for 10+ years, you will benefit from having bosses who are familiar with the technology, understand the costs, and have a healthy appetite for risk. You will also find that the company has many in-house resources already available to you ranging from software packages to the right talent to join your team.

Reports to: Regional Team Leader for Geotechnical

## Key Responsibilities:

- **New Project Origination:** As the regional expert for geothermal, you should have a pulse on the market and should work jointly with the business development team to seek out new opportunities and to cross sell geothermal into other projects the company is bidding on.
  - Keep abreast of upcoming project tenders and participate in the RfP process
  - Develop creative and bespoke solutions for complex projects such as district heating & cooling, dormitory/multifamily building retrofits, and C&I (commercial and industrial) energy solutions
  - Lead multidisciplinary teams to create pre-feasibility designs and coordinate with the financial planning team to help customers qualify for and maximize credits and incentives.

- Showcase the company's technology, workmanship, track record of success and other differentiators to win business
- Attend conferences, webinars, and other events to promote our company alongside sales staff
- Leverage your network to promote our business
- Monitor changes in the market including regulatory, policy, grants, credits, and other incentives that can help build a geothermal value proposition for customers
- Flag to the team any changes in the market that might provide challenges for building, operating, commissioning, or decommissioning geothermal power plants
- Think creatively about ways to overcome challenges in the market and work with the broader team to better position our business to adapt to changes
- Keep a pulse on new and emerging technologies and investment opportunities in geothermal energy
- Project Development and Construction
  - Be the project owner for multidisciplinary geothermal projects to suit the unique needs of clients including for sustainability goals, energy efficiency goals, renewable energy use goals, or green building goals
  - Coordinate with vendors for site assessments and compile site assessment studies for internal and external use
  - Create energy models
  - Coordinate with internal team members for project design, engineering, construction, permitting, and other areas
  - Work with the design engineer to create geothermal systems master studies, bore field systems, and detailed design
  - Ensure designs comply with the locale's regulations (whether city, county, state, and/or federal), industry standards, and our company's standards
  - Sign off on designs from junior engineers
- Other:
  - Participate in the recruitment process to help the company attract and retain the best talent
  - Contribute to its knowledge database with lessons learned and best practices
  - Have an attitude of valuing continuous improvement
  - Provide mentorship and guidance for junior employees

### Requirements:

- **MUST HAVE:** Degree in Civil Engineering, Mining Engineering, Geotechnical Engineering, Environmental Engineering or similar engineering discipline.
  - Note: Mechanical Engineering undergraduate degree holders must be able to show significant professional experience with geotechnical work
- **MUST HAVE: Professional Engineer** license
- 15+ years overall work experience with at least the last 3 years in geothermal, likely up to 25 years experience

### Other:

- Location: This position can be hybrid in the office or fully remote. If you prefer to work in the office, you could work out of Boston, NYC, northern New Jersey, southern New Hampshire, or Upstate New York.
- Travel up to 25%, primarily in the Northeast
- Plaxis or FLAC experience a plus
- Certifications preferred: Certified GeoExchange Designer, Certified Geothermal Inspector
- Other experiences preferred: trenchless design or tunneling

If you believe this opportunity is right for you, please send your CV and project/deal sheet to:  
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