



## Senior Project Developer

**Con Edison Steam** needs a self-motivated, resourceful, and articulate **Senior Project Developer** for its Steam Business Development team. The successful candidate must have a strong commitment to excellence.

The Project Developer will promote and develop projects that use Con Edison district steam for heating, cooling, and other applications in commercial, institutional, and large residential facilities. Specific responsibilities will include:

- Directing all aspects of the project development process, including the preparation of winning proposals that serve to retain existing customers or attract new steam customers.
- Integrating technical and economic analyses, project descriptions, tariff and commodity components, incentive programs, and negotiated steam service agreements into these proposals.
- Formulating and negotiating comprehensive offers to customers of the Con Edison district steam system to counter proposals from competitors of the district steam business, who are promoting the construction of central plants.

**Qualifications:** a Bachelor's degree in Engineering or related technical area is required. The successful candidate must have seven-to-ten years experience in the development of central plant and/or "behind the meter" district heating and cooling projects. Technical knowledge of large-scale commercial, institutional and high-rise residential mechanical systems and equipment such as boilers, chillers, and HVAC systems is required.

Please send resumes to [opportunities@coned.com](mailto:opportunities@coned.com). Indicate that you are responding to Job Code: 05-355.

We will only contact candidates who are being considered for an interview. Con Edison is an equal opportunity employer, offering competitive pay and a comprehensive benefits package. [www.coned.com](http://www.coned.com).