

Nicholas J. Molinari

Experienced business and project management professional with 12 years of renewable energy industry experience; passionate about utilizing local resources to stimulate local economies

Core Competencies:

Project Management • Business Development • Risk Assessment • Project Development
Relationship Building • Communication • Training • Management

EXPERIENCE

AES Clean Energy (f/k/a AES Distributed Energy, Inc.) February 2019 – Present

Manager – Project Development

- Manage development of utility-scale solar plus storage projects across the State of Hawai‘i.
- Lead all aspects of development and permitting to construction commencement.
- Oversee all development and diligence activities including environmental reviews and site studies.
- Manage all subject-matter experts and stakeholders to achieve project development objectives.
- Collaborate with community engagement team to ensure responsible project development.

M+W Energy, Inc. (f/k/a Gehrlicher Solar America Corp.), September 2011 – Feb 2019

Director of Business Development, San Diego, CA (August 2016 – February 2019)

- Sourced, negotiated and managed commercial and utility renewable energy engineering and construction contracts across the United States.
- Supported project development efforts of key accounts including IPPs, developers and corporates.
- Managed cross-functional teams of technical experts to support clients’ development objectives.
- Evaluated risk, commercial and technical terms and made recommendations to senior management.

Project Manager, Kaua‘i / O‘ahu, HI; Springfield, NJ; New York, NY (October 2013 – August 2016)

- Managed all aspects of project portfolio build-out for public and private stakeholders.
- Negotiated prime and subcontracts for EPC work in Northeast and Hawai‘i.
- Originated and managed company’s first portfolio in Hawai‘i utilizing 100% local labor.
- Led the technical project development team for the first utility-scale solar farms on Maui.

Sales Manager – Components & Systems, Springfield, NJ (September 2011 – October 2013)

- Analyzed and vetted various PV components for wholesale use.
- Generated revenue in direct sales of PV components and systems.
- Managed national network of sales agents responsible for direct sales revenue.
- Developed strategy and business planning for growth of the business unit.

Aztec Solar Power, Wayne, PA

May 2010 – September 2011

Account Executive

- Generated new solar energy projects in residential, commercial and municipal sectors.
- Trained and monitored day-to-day activities of account executive team.

EDUCATION

Saint Joseph’s University, Haub School of Business, Philadelphia, PA

May 2010

Bachelor of Science in Marketing, Minor: English

- SJU Sustainability Club, Marketing Chair, American Marketing Association, Entrepreneurship Society