



Manager, Origination – Burnham RNG

Burnham RNG (<http://www.burnhamrng.com>) is a wastewater and agricultural waste-to-renewable natural gas (RNG) provider that helps communities profitably reduce treatment & disposal costs, improve environmental outcomes and re-use energy, water, and nutrients. Burnham manages and reuses organic waste and wastewater by transforming it into RNG, clean water, and high-value soil additives that enhance sustainability and profitability.

The company builds/acquires, owns, and operates renewable natural gas (RNG) producing facilities with the mission to end emissions from waste and to live in a future where waste is a resource used to create low-carbon commodities and fuels. Burnham is a turnkey solutions provider that can build, finance, and operate these facilities.

By marketing and selling RNG and capturing associated tax benefits, the company can significantly reduce the cost of waste treatment and disposal for communities while improving environmental outcomes.

To accomplish our mission, we are looking to build and grow a cohesive team in an execution-oriented culture. We have created the following cultural markers and strive to hire like-minded people to help fuel our growth.

We are HUMBLE...we take pride in the quality of our work, but recognize it can always be improved with the input of others.

We are DISCIPLINED...we strive for systemic, disciplined, consistent execution in everything we do.

We are ANALYTICAL... we need team members who come to conclusions using logic, data and math.

We are ENTHUSIASTIC...we care deeply about the outcomes of our work.

We are PROBLEM SOLVERS...we don't have all the answers. We need team members to take the initiative to figure it out.

We are FUN...we love what we do and love coming to work each day.

Burnham RNG is currently seeking a **Manager, Origination** to play a pivotal role in identifying and securing feedstock sources for our RNG projects. This individual will be responsible for developing and maintaining relationships with key stakeholders, managing outreach efforts, overseeing CRM activities, and ensuring a steady supply of high-quality feedstock. The ideal candidate will have excellent communication skills and a proven track record in business development and relationship management. This is an **onsite position ideally based in Arlington, VA**. Role may be based in Philadelphia, PA. Remote based applicants may be considered. The role supports leadership in Arlington, VA and Raleigh, NC, and remote staff and projects across the U.S.

This position requires...

- You to be able to work onsite in Arlington, VA or Philadelphia, PA. May be willing to consider a remote based employee.
- Ability to work effectively remote from home or during work travel with a willingness to travel out of state and overnight approximately 30-50%.

In this position, you will...

- Conduct Outreach and Business Development:
 - Lead efforts to identify and target potential feedstock suppliers, including agricultural operations, food processors, wastewater treatment plants, and waste management companies.
 - Develop and implement outreach strategies to engage potential partners and stakeholders.
 - Represent the company at industry events, conferences, and meetings to promote partnerships and build industry presence.
 - Develop high quality proposals and presentations to support origination efforts and internal communication.
- Facilitate Relationship Building:
 - Establish and nurture long-term relationships with feedstock suppliers, community leaders, and industry partners.
 - Collaborate with internal and external stakeholders to negotiate and secure feedstock agreements.
 - Maintain regular communication with partners to ensure satisfaction and address any concerns or issues.
- Engage & Optimize CRM Management:
 - Oversee the management and utilization of the company's Customer Relationship Management (CRM) system.
 - Ensure accurate and up-to-date information on all interactions with current and potential feedstock suppliers.
 - Generate reports and insights from CRM data to inform strategic decisions and outreach efforts.
- Ensure Sufficient Feedstock Sourcing:
 - Work with the team to identify and evaluate new feedstock sources, considering factors such as quality, availability, and cost.
 - Develop and manage a pipeline of feedstock supply opportunities to ensure a consistent and reliable supply for RNG projects.
 - Conduct site visits and assessments to verify the suitability of potential feedstock sources.
- Support Strategic Planning:
 - Collaborate with the senior management team to develop and execute the company's origination strategy.
 - Provide market insights and trend analysis to inform business development activities and strategic planning.
 - Monitor industry developments, regulatory changes, and competitor activities to stay ahead of market trends.

In this position, you will gain...

- Opportunity to join a fast-paced, high-growth start up from the ground up and be a key member of a team growing and building a business.
- Opportunity to be a part of a company culture that is fast-paced, disciplined, and execution-oriented, but also fun; we take time to celebrate our wins.
- The chance to support team members locally and across the U.S. who are helping deliver sustainable solutions that support renewable energy and lessen environmental impact.

In this position, we will need you to have....

- Bachelor's degree in Engineering, Business, Marketing, Environmental Science, or a related field.
- Minimum of 5 years of experience in sales, business development, origination, or a related role demonstrating success.
- Pro-active self-starter who can effectively manage their time and multiple priorities.
- Enthusiasm for business development activities including cold-outreach and closing transactions.
- Experience in development of proposals and presentations.
- Excellent communication, negotiation, and relationship-building skills.
- Comfort with various tech tools and learning new technologies – Microsoft Office, Outlook, Teams, Slack, Zoom.
- Proficiency in CRM software and data management.
- Proven track record of successfully managing complex projects and partnerships.
- Ability to travel as needed to meet with partners and attend industry events.

In this position, it would be nice for you to have....

- Experience in the waste management, brokerage, biosolids, or wastewater treatment industry.
- Prior experience in a start-up environment or on a team where systems and processes were being created from scratch.
- Experience at an energy, engineering, project development, or climate-focused company, a plus.

Interested applicants should submit a resume to: justin@burnhamrng.com.

Burnham is dedicated to the principles of equal employment opportunity (EEO) in any term, condition or privilege of employment. Burnham does not discriminate against applicants or employees on the basis of race, color, creed, religion, sex, national origin, age, physical or mental disability, ancestry, marital status, sexual orientation, gender identity or expression, veteran status, uniform service member, genetic information or any other status protected by law. Burnham complies with applicable state and local laws governing nondiscrimination in employment in every location in which we operate.