

**Type:** Full Time/Part time

**Category:** Environmental

**Job Title:** Energy Efficiency Market Development Manager

**City:** Concord/Laconia, Upper Valley, & Nashua/Salem

**State:** New Hampshire

**Location:** Base office in Concord

**Details:**

We are looking for Market Development Managers to work as Trade Allies to market the benefits of energy efficiency and demand response offerings to end-use customers. As a Market Development Manager you will work within the energy industry to provide utilities with customer and workforce engagement opportunities. You will be a key vehicle for delivering cost-effective program benefits and positive customer experiences. Our goal is to develop an engaged, well-equipped network of Market Development Managers that can help to expand participation in the many energy savings programs that are currently available and to provide true customer satisfaction. Ultimately, there are two ‘customer’ categories, or markets, that will be developed. The first is facility owners/tenants; businesses and towns paying electric and natural gas bills. The second is skilled laborers and energy consultants providing services to businesses/towns; the group for which energy efficiency products become a value-add in their projects.

This list of duties and responsibilities is not all-inclusive and may be expanded to include other duties and responsibilities, as management may deem necessary from time to time. Duties include:

- Support eligible Commercial & Industrial and Municipal customers to participate in Utility energy efficiency programs.
- Support skilled laborers, equipment distributors, and energy consultants to be part of the efficiency salesforce
- Assist program outreach and provide documentation of on-site opportunities for energy efficiency in new construction, commercial, industrial, multifamily, small business, agriculture, and non-profit organization buildings. Provide follow-up as required. Analyze building utility bills to determine energy usage trends.
- Educate customers on technical elements of energy usage from equipment in a facility (lighting, HVAC, hot water systems, envelope, integrated design) and how it affects utility consumption and demand.
- Build businesses cases to prioritize recommendations and how they affect savings and first cost.

- Develop case studies, info-graphics, and other educational resources promoting energy efficiency literacy for the two target markets, to include use of social media
- Serve as a technical resource for Energy Advisors as necessary.
- Coordinate and facilitate trainings and networking events for skilled laborers and energy consultants

**Requirements:**

- Expertise in energy efficiency technology is a plus but not required. Training will be provided.
- Strong customer service and communication skills.
- Must be able to handle a wide work variety.
- Must be a detail-oriented, organized, self-starter, and have an ability to prioritize workload.
- Proficient in Microsoft Office, specifically Word, Excel and Outlook.
- Ability to communicate effectively, both verbally and in writing with customers, clients and employees.
- Reliable transportation
- 4 years of college education or equivalent years of experience required.

**Hours/Week:** 30-40

**Compensation:** Employee or subcontractor

**Benefits:** Provided with full time employment.

**Hourly:** based on experience

**Hourly Min:** \$20.00/hr

**Travel:** 50% - reimbursed mileage from base office

**Attire:** Casual

**Contact Name:** Dana Nute, President

**Contact Phone:** 603-226-1009 x 212

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