



Position Description: *Business Development Manager.* Professional is responsible for identifying, qualifying and securing new business on of Energy New England, LLC (ENE). ENE offers a comprehensive portfolio of solutions that help our customers to secure savings, optimize operations, generate revenues and promote environmental stewardship. Specific areas of focus include: the brokering of demand-side management services, including energy efficiency, energy commodities, demand response; as well as the sale of consulting and proprietary technology services; and related solutions-based offerings.

Key targets include investor and municipal utilities; water companies; and institutional, commercial and industrial accounts. The territory is located in Massachusetts, and the candidate must be geographically situated in or near this territory. This position will report to ENE's senior officer.

Position Philosophy: To achieve success, the Manager must be a self-starter and possess a strong work ethic. The Manager must demonstrate a high degree of passion, professionalism and commitment to this undertaking, and must be comfortable in a B2B environment. Cold calling is required. Ideally, the Manager must be flexible, multi-tasked, and operate with a high degree of autonomy. As a self-starter, the Manager must also exhibit initiative and adhere to the importance of team and individual goals. Strong communications, organization and presentation skills will be essential, coupled with a strong financial acumen, as well as experience in the services offered, and markets served, by ENE.

The Manager must recognize that success is based upon results. It is the expectation of ENE that the Manager will attain pre-determined revenue goals, and contribute directly to the company's growth objectives. Quarterly goals have been established, with a focus upon increasing revenue targets over time.

Key Skill Sets: The ideal candidate must be a highly motivated self-starter, and offer strong planning, interpersonal and presentation skills. Must be comfortable in a broad array of accounts including private and public sector organizations, and have a minimum of three years sales experience, including calling upon C-Level executives. Knowledge of the energy industry is preferred, as well as a demonstrable commitment to the principles of sustainability and environmental stewardship. Significant travel is required, but such travel will be limited to the region, and the position is home-based. A college degree in business, marketing or similar discipline is preferred.

Key Requirements:

- Champion our solutions portfolio and value proposition
- Pre-qualify prospects, including municipal and commercial accounts
- Develop sales plan for territory and manage to plan
- Actively manage lead generation and sales activities thru sales force automation system

- Develop proposals and presentations
- Secure new sales and manage renewals

Compensation: The compensation for the Business Development Manager shall be comprised of several components: 1) base salary; 2) sales commissions; and 3) performance-based incentives. The base compensation will be provided as a foundation, but the *majority* of this position's compensation shall be directly tied to individual sales performance. Benefits, including medical and dental insurance, two (2) weeks vacation, as well as a 401(A) program and a monthly travel and phone allowance, would also be provided.

**Company Overview:**

Energy New England, LLC is a highly successful and profitable energy advisor to the wholesale and retail energy markets, serving the public power, independent power producer, higher education, and commercial and industrial end user communities. We are the largest energy risk management entity dedicated to public power in the Northeast. We are committed to serving as the preeminent strategic advisor and provider of solutions-based services in risk management, energy trading, energy efficiency, energy conservation and demand response at both the wholesale and retail levels. We are prudently expanding into new markets and aggressively developing new service offerings to further differentiate ourselves in the marketplace.

We offer competitive salary and benefits programs, an entrepreneurial work environment and a supportive team structure. Interested? Please forward your resume, including salary history as appropriate, to:

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