



## **Director of National Business Development – Utility Programs**

SmartWatt Energy, Inc. is an energy service company that develops demand side energy reduction solutions for large commercial and industrial, small business, and municipal utility customers. Currently we have locations in New York, Pennsylvania, Illinois and California.

The Director of National Business Development will be responsible for leveraging existing and new relationships with major utility companies developing business program opportunities for SmartWatt. The Director of National Business Development will respond to all Utility Program Request for Proposal's and be point of contact for all tasks associated.

### **Key Responsibilities**

- Work with VP of Utilities to strategically align SmartWatt resources around upcoming Utility Program work.
- Secure all Requests for Proposal's released by Utilities that are of interest to SmartWatt.
- Work with utilities to develop programs that capitalize on SmartWatt resources and operational capabilities.
- Review and summarize all opportunities and play an important role in the decision of responding to all Utility RFPs.
- Select and attend networking functions and professional organizations which align with the goals of SmartWatt in the Utility Market.
- Work with Management to develop market growth plans.

### **Requirements**

- Bachelor's Degree in Business, Marketing, Engineering or a related field
- A minimum of 5 years experience working directly for Utility in Energy Efficiency Programs or in Business Development with Electrical Energy Efficiency Utility Market.
- History of working and developing business opportunities with influential contacts within utility market preferred.
- Technical and operational expertise on all aspects involved with implementing utility energy efficiency program.
- Solid understanding of direct install utility programs and past experience developing direct install programs directly for the utility or via a 3<sup>rd</sup> party preferred.

### **Talent and Skills**

- A highly self-motivated and ambitious individual
- Excellent oral and written communication and professional presentation skills
- High sense of urgency and a pro-active approach to problem solving
- High energy and action oriented
- Financial planning and budget experience with the ability to develop a business case
- Excellent oral and written communication and presentation skills



**Benefits**

- Health/Dental/Vision insurance
- Paid vacation, holiday, and personal time
- 401(K) retirement savings plan, with Company contributions after one year of employment

**To apply**

Email resume and cover letter to [jsander@smartwattinc.com](mailto:jsander@smartwattinc.com)

Learn more about SmartWatt Energy by visiting our website at [www.smartwattinc.com](http://www.smartwattinc.com)