

Position: Vice President Business Development

Company: Connected Energy – Headquartered in Pittsburgh, PA

Connected Energy is a smart grid technology company dedicated to leading the transformation of energy and information delivery. The company provides software solutions and services to electric utilities enabling an intelligent grid to manage demand more efficiently, integrate distributed energy resources, improve service reliability, and optimize cost and capital productivity. Connected Energy creates end-to-end solutions integrating the best in software, communications, hardware, and managed services to aggressively deploy smart grid solutions.

Position Location: No relocation is required; significant domestic travel necessary

Position Purpose: Through an assigned area and/or assigned accounts, support overall revenue plan growth of the Company, and provide outstanding service to customers.

Position Accountabilities:

- With an assigned territory/assigned accounts, lead the effort to explore new business opportunities to generate revenue growth.
- Through established and developed contact relationships, identify, penetrate, and develop new utility prospects.
- Provide support of the overall business development efforts of the Company.
- Provide input and customer feedback for the development and implementation of innovative strategies that drive higher levels of growth.
- Strengthen overall relationships with potential and existing key accounts.
- Routinely communicate business opportunities and project updates to Senior Management.
- Communicate customer feedback to enhance/improve products and solutions.

Organizational Relationships:

Reports to: Chief Executive Officer
Direct Reports: Account Managers
Other Interactions: Peers, Executives, Customers

Job Type: Full-Time

Salary: \$75,000 to \$150,000 / year (Base + Commission)

Experience and Education Requirements:

- Minimum of 10 years of proven success in business development within the North American electric utility market.
- Extensive senior-level utility contacts and deep experience selling high value-added (high IRR) software solutions to North American electric utilities.
- Career includes successful experience identifying new market opportunities and penetrating those markets.
- Career includes experience developing new account opportunities as well as expanding sales within existing assigned customer base.
- Strong closer with diplomatic negotiating skills and experience negotiating major long term sales and service agreements with customers.
- Thorough business fundamentals education.
- University degree (preferably in engineering, science, or business).

Competency Profile:

High Energy:

- Effective communicator of the Connected Energy mission to associates and customers.
- Imparts enthusiasm for the business and its software and hardware solutions.
- Works and inspires others to work at high performance levels.
- Consistently strives to exceed customer expectations.
- Persistent and resourceful, does what it takes to “open doors” and remove barriers to make the sale.

Integrity and Trust:

- Consistent, with honesty and fairness.
- Builds trust-based relationships.
- Credibility is built upon integrity and professionalism.
- Ethics are never compromised.

Listening and Communications:

- Actively listens, translates, and reacts objectively.
- Maintains composure when faced with stressful interchanges and confrontation
- Communicates with clarity and appropriately for the audience.
- Effectively communicates customer needs to drive product enhancements

Intense Commercial Focus:

- Strives to understand potential customers and market forces.
- Outperforms the competition at selling technology solutions.
- Promotes a commercially-focused attitude that encourages the pursuit of excellence.
- Promptly follows up with all customer requests and issues to ensure customer satisfaction