



Account Manager Residential

Washington, DC

MD Energy Advisors is a rapidly growing energy consulting and management company that provides energy efficiency program implementation consulting services for utilities across the United States, and we are looking for customer centric individuals to join our team.

JOB DESCRIPTION

The Account Manager will be responsible for sourcing energy efficiency opportunities through an outbound sales approach to include calls, emails, and outreach efforts. This role is perfect for a Rockstar that wants to hunt, “own the role” and thrives in a competitive environment. Your territory will be PEPCO DC’s service territory and you will contribute to the development and deployment of an energy efficiency program that provides homeowners with energy savings measures and education. You will participate in foundational conversations, helping to promote the PEPCO Energy Savings Program, while rolling up your sleeves and working daily to spread the word of the benefits of the program.

PRIMARY RESPONSIBILITIES

- Source energy efficiency opportunities through a multifaceted approach to include outbound sales calls, emails, and outreach efforts
- Work in support of utility sponsored Residential programs to encourage energy-efficiency and deliver Quick Home Energy Check-ups
- Schedule and regularly attend meetings with prospective clients and stakeholders
- Act as the customer’s advocate to ensure the customer obtains accurate knowledge of energy efficiency rebate programs in the marketplace
- Increase customer awareness of bottom-line benefits resulting from energy conservation solutions
- Cultivate and develop new business through relationships with professional organizations and trade allies
- Apply knowledge of additional state and federal funding programs to drive deeper energy savings
- Maintain and update information in our CRM system

- Track /local/federal energy policies
- Conduct market research
- Attend and participate in networking events
- Support traditional and digital marketing campaigns and initiatives
- Bring your drive, innovation, and creativity to our team

QUALIFICATIONS

- Bachelors' degree from an accredited University or equivalent
- 3 years of industry-proven outside sales experience, energy efficiency experience is a plus
- Excellent presentation skills including good listening, probing, and qualifications abilities
- Sound business ethics, including the protection of proprietary and confidential information
- Strong interpersonal skills and client service orientation. Ability to connect quickly with others and establish rapport
- Proficiency in MS Office Applications (Word, PowerPoint, Outlook, Excel)
- Ability to work well in a fast-paced and dynamic work environment
- Ability to work remote and regularly travel within the service territory for customer, stakeholder meeting and events
- Valid drivers license and reliable transportation required.

BENEFITS

MD Energy Advisors offers competitive salaries and benefits. We put a premium on work-life balance, offering flexibility with our remote team. We also offer:

- Medical, dental and vision health insurance
- 401k
- Paid time off and paid holidays
- Wellness Reimbursement
- Professional Development Reimbursement
- Great company culture with outstanding growth opportunity

Maryland Energy Advisors is an Equal Opportunity Employer/M/F/Disability/Vet.

Please email cover letter and resume to jobs@mdenergyadvisors.com. No phone calls please.