

Associate Account Manager

Westborough, MA

CLEAResult is seeking an **Associate Account Manager** to work in the New England Multifamily Programs. The programs include National Grid's Energy Wise Program, and Eversource's Residential Multifamily Assessment Program. The associate account manager will be responsible for development and oversight of energy conservation retrofit projects, in multifamily housing complexes. The service territory includes, but is not limited to, National Grid's Merrimack Valley, North Shore district, and all of Eversource's service territory. This is a field based Associate Account Manager role.

Key Responsibilities:

- Responsible for overall management of projects, providing turn-key service from start to finish.
- Scheduling and performing on-site surveys to identify program eligible measures.
- Writing proposals for recommended work.
- Evaluating eligible measures with utility's software and submitting recommended measures to utility for approval.
- Presenting and selling retrofit packages to customers.
- Managing retrofit projects from inception to completion, including quality control.
- Managing multiple projects simultaneously
- 30% Travel throughout defined territories

Required Skills/Experience:

- Excellent oral, writing, presentation, sales, and customer service skills. Selling the retrofit work is key to the success of the Programs.
- Excellent organizational, reporting, and follow-up skills, and meticulous attention to detail.
- Ability to prioritize, process, maintain, and organize numerous projects at different stages of completion, simultaneously.
- Must have own transportation and meet fleet vehicle insurance requirements.



Preferred Skills/Experience:

- Technical skills regarding lighting retrofits and building shell diagnostics.
- Technical skills regarding identifying opportunities for motors, drives, and pumps.
- Experience in determining when to replace existing heating systems.
- Experience in multifamily energy conservation retrofitting, and knowledge of multifamily construction practices and commercial-style lighting retrofits
- Proficiency in using Microsoft Suites including Excel, Word, and Outlook; (Minimum of Beginner Level Required)

Additional Details:

- Monthly Cell Phone Allowance Provided

Education/Experience:

- 2-4 Years' Experience in Field Related Program/Account Management
- High School Diploma Required; Bachelor's Degree Preferred
- Relevant Training/Industry Certifications - BPI Certification Preferred; Training offered if not already certified

Please apply at <https://clearesult.jobs.net/en-US/job/associate-account-manager/J3N4Z060N6YBP9520YZ>