

## **NOW HIRING!**

### **Crew Supervisor**

#### **Denville, NJ and Clifton, NJ**

At CLEAResult, we change the way people use energy. CLEAResult is the leader in transforming energy challenges into energy efficiency solutions. We work with utilities, businesses and consumers to improve the energy experience on a local and international level throughout the US and Canada.

Our Denville, NJ office is seeking an experienced Energy Efficiency Program Manager to join our team and manage local operations while ensuring excellent customer service to both our customers and clients through direct management of all phases of client programs, from inception through completion. The Energy Efficiency Program Manager is responsible for overall program performance in meeting or exceeding both client and internal goals via direct oversight of program financials as well as implementation and performance of assigned projects and client contracts.

#### **Job Description**

- Manage one large program (typically \$5-7m annual revenue) or a large portfolio of smaller client contracts
- Leads teams in strategic development, risk management, budget management, forecasting and reporting, resource planning, client and stakeholder relationship management
- Directs the work of all employees assigned to the program from technical, marketing, operations, analytics and administrative areas
- Evaluates performance, makes recommendations and implements decisions related to program actions
- Establishes milestones and monitors adherence to project plans and schedules
- Leads marketing strategy and overall efforts to support program production goals
- Identifies obstacles, recommend and implement solutions to ensure project success
- Coordinate the preparation of new and pre-existing business plans, work statements and specifications, operating budgets and financial terms/conditions of contract
- Act as the point of contact for utility client inquiries and requests
- Attend client meetings, lead program planning and performance discussions and presentations
- Direct and coordinate multi-function teams typically consisting of 10-40 people
- Direct people management, with span of control for 4-8 people, plus contractors

#### **Qualifications**

- Strong proficiency managing people in a complex work environment
- Preferred experience implementing energy efficiency programs
- Preferred experience working with vulnerable populations
- Solid knowledge of residential construction and/or weatherization practices
- Experience leading multi-function teams
- Financial experience managing P&L, forecasting, creating and tracking project budgets
- Ability to develop, nurture and maintain strong client relationships



**Experience:**

- Relevant work experience: 8 years (Preferred)
- Program Management: 5+ years (Preferred)
- People Management: 6+ years leading teams (Required)
- Bachelor's Degree (Required)
- Client Management 5+ years (Preferred)
- MS or MBA (Preferred)

**Reasonable accommodations may be made for individuals with disabilities to perform the essential functions of this position.**

**Equal Opportunity Employer**

As an Equal Opportunity Employer, we are committed to ensuring equal employment opportunities for all job applicants and employees. Employment decisions are based upon job-related reasons regardless of an applicant's race, color, religion, national origin, marital status, age, sex, gender identity, sexual orientation, status as a qualified individual with a disability or protected veteran, or any other protected status.

The above job description and job requirements are not intended to be all inclusive. CLEAResult retains the right to make changes or adjustment to job descriptions and/or job requirements at any time without notice.

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