

Nonresidential Account Manager (Philadelphia or Harrisburg, PA)

Performance Systems Development is looking for a Nonresidential Account Manager to join our growing and dynamic energy efficiency programs team. We are seeking a high-performing individual with a positive can-do attitude, and key strengths and experience in energy efficiency, residential construction or real estate, customer outreach, and/or the use of data tracking systems.

About the Company: PSD is an emerging national leader in the building science and energy efficiency industries. Our passionate team of engineers, trainers, building scientists, software developers, and former building professionals develop and deliver creative and powerful solutions for energy efficiency programs and professionals. We provide a whole-systems approach to energy efficiency strategies through our work on advancing energy policies, designing and delivering cost-effective energy efficiency programs, and building software tools to improve data tracking and reporting. Our core business efforts span three major areas: 1) the delivery of high-impact energy efficiency programs for utilities, state agencies, and other organizations throughout the U.S.; 2) workforce development and industry training; and 3) the design and development of award-winning software platforms for energy simulation & building benchmarking.

About the Position: The Nonresidential Account Manager will play a key role in the growth of Pennsylvania's "green jobs" and energy efficiency workforce. Under the supervision of Performance System Development's (PSD) Senior Program Manager, the Nonresidential Account Manager will work in a dynamic, fast-paced team environment on the delivery of Nonresidential energy efficiency (EE) programs in Pennsylvania, with primary responsibility for Nonresidential Custom Efficiency programs for Pennsylvania utilities. As the Nonresidential Account Manager for PSD, you will work closely with a group of highly skilled professionals and trade allies to manage program communications, provide customer, contractor, engineer and utility client outreach and support, review and approve project submissions, analyze data and develop and deliver reports on program goals and energy savings. In addition, the Nonresidential Account Manager will serve as a sales consultant to craft efficiency projects to meet the needs of nonresidential utility customers.

Position duties include:

- Support the day-to-day operations of Nonresidential Custom efficiency programs.
- Handle client relationships and communications through the development of written and oral program reports and regular updates as needed
- Conduct trade ally and customer outreach throughout Pennsylvania.
- Trade ally, customer, and client support
 - Conduct meetings with trade allies to best identify support needs
 - Attend onsite customer meetings with trade allies and the utility client to promote energy efficiency projects to nonresidential customers
 - Provide trade allies and utility client with prospect data to assist in energy efficiency project sales

- Identify and evaluate additional energy efficiency opportunities via on-site walk-throughs.
- Be a user of PSD's energy efficiency program management tools – and identify and advocate for opportunities to improve our software to better meet program needs
 - Facilitate customization and development of program-specific software
 - Provide testing, feedback, and verification of software development changes
 - Manage software changes and requests on an as-needed basis
- Technical reviews and data management
 - Review project submittals in order to verify compliance with program policies and procedures
 - Evaluate energy savings calculations and project specifications, and manage records in program database
 - Provide short and long-term program activity and financial projections
 - Analyze data, track energy savings and report on progress toward goals
- Trainings and Outreach
 - Conduct program outreach training for various business groups and associations
 - Conduct program outreach training for trade allies and utility client stakeholders
- Provide ad-hoc program outreach and/or marketing support for other PSD energy efficiency programs as the need may arise.

This position is based either in PSD's offices in Philadelphia or Harrisburg, PA depending on the candidate with regional travel up to 60% of the time, and occasional overnight travel required.

Minimum Requirements:

- Bachelor's Degree or equivalent
- 1-3 years relevant experience
- People-person with a can-do attitude and excellent communication skills
- Strong decision-making skills
- Orientation to detail
- Ability to manage multiple projects at once
- Demonstrated ability to work independently and in a team setting
- Strong computer skills: Full MS Office Suite, and general computer capabilities
- Ambition to learn and continue education in sales and energy efficiency

Preferred Requirements: Sales, Engineering, or environmental science background, previous experience with utility programs, energy efficiency work, HVAC experience, or mechanical systems experience. Certifications: RESNET, NAHB, BPI and LEED, CEM, AEE. Familiarity with building science and/or building energy modeling.

Salary: Competitive salary; commensurate with education, qualifications, and experience.

Benefits: Health Insurance, 401K savings plan, Life Insurance, Long Term Disability Insurance, Flexible Spending Accounts, Paid Holidays, and Paid Benefit Time.

Apply To: Careers@psdconsulting.com Candidates interested in staff positions only; no recruiters, 3rd party agencies, or outsourcing firms

Visit us at: <http://www.psdconsulting.com>

Diversity and Inclusiveness: *PSD strives to create a diverse and inclusive workplace. We highly encourage qualified applicants regardless of age, color, creed, disability, ethnicity, gender, gender identity or expression, marital status, national origin, race, religion, sexual orientation, military or veteran status, or any combination of these or related factors, to submit an application for consideration.*

Performance Systems Development of NY, LLC is an Equal Opportunity Employer