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## Program Manager/Sales Distribution

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#### Job Snapshot

Location:	1101 Market St. Chattanooga, TN 37402 ( <a href="#">Map it!</a> )
Employee Type:	Contractor
Industry:	Energy - Utilities - Gas - Electric Sales - Marketing
Manages Others:	No
Job Type:	Sales Marketing
Experience:	At least 5 year(s)
Travel:	Up to 50%
Post Date:	10/6/2011

#### Contact Information

Contact:	Marla Kilgore
Phone:	404-989-8210

#### Description

#### **Program Manager, EEDR Distributor Delivery (Green Power Switch Business Development Representative)**

Are you passionate about renewable energy and sustainability? Do you have an outgoing personality and enjoy talking with people? Can you close a sale to a business customer? Do you want to be a part of a team that is helping to grow renewable energy generation and spread clean technology in the Southeast? Then this job might be for you! As the Green Power Switch Business Development Representative you will work with local Power Distributors to communicate with key non-residential electric utility customers about clients Green Power Switch program, with the ultimate goal of enrolling them to participate.

The Business Development Representative will be responsible for:

- Working with the Green Power Switch Product Manager and various Power Distributor Market Managers to target commercial customers for the development and delivery of proposals for participation in the Green Power Switch program in order to achieve at least 10,000 MWh sold within a year.
- Maintaining a deep familiarity and knowledge of the businesses, people, culture, events, and social/political pulse of the Client service territory.
- Making customer presentations and preparing written proposals as needed and using the Green Power Switch tools and templates in order to close sales.
- Developing innovative and cost-effective outreach methods to attract and retain commercial customers over and above basic cold-calling techniques.
- Assisting the Green Power Switch Product Manager and various Power Distributor Market Managers as needed in the planning and execution of all commercial related outreach and recognition events. (i.e. Webinars, Recognition Events, etc.)
- Ensuring that Client's Green Power Switch product is presented at within various corporate and industry specific events such as fairs, small business expos, sustainability forums etc...
- From time to time, representing Green Power Switch at industry events/conferences.
- Developing an increasing familiarity with national trends, events and political events relative to voluntary green power

markets.

- Proficiency in a CRM tracking system.
- Participating in general Green Power Switch program miscellany, including being available for team meetings, team brainstorming sessions, strategy development, and other general management functions on the expectation that you will be a valuable contributor in the program's activities, growth, and direction in your area of expertise.
- Other different tasks as may be assigned from time to time.

### Requirements

Qualifications:

- 5+ years of business-to-business sales experience
- Dedication to sustainability and renewable energy
- Strong oral and written communication skills
- Positive, enthusiastic, and outgoing
- Organized, responsible, entrepreneurial and self-directed
- access to reliable transportation
- Traveling to Kentucky and Tennessee

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