



Account Manager

Location: Chicago, IL
Status: Full Time, Employee
Salary\Wage: Competitive, depending upon experience

Position Overview:

EnergyConnect's operations division needs a bright, energetic self-starter with excellent problem-solving, technical, and relationship management capabilities to be responsible for all aspects of customer relationship management.

Company Overview

EnergyConnect Inc. is the leading provider of Energy Automation services. More than just Demand Response, EnergyConnect's Energy Automation solutions proactively engage energy market participants, Independent System Operators, Regional Transmission Organizations and Electric Utilities. EnergyConnect enables participants to impact the energy market for the mutual benefit of electricity consumers and the supply chain. In short, we are a green business that assists businesses in saving energy (and the environment), shift energy consumption to help in an uninterrupted electrical power grid and generate additional revenues. See <http://www.energyconnectinc.com/> for more details. The company is an extremely fast growing company with high growth potential for its employees. You have the opportunity to get in on the early stages of a company that will help revolutionize energy markets and be part of the solution to the countries energy and environmental challenges.

Primary Responsibilities

The Account Manager position requires a familiarity with facility management, energy consumption and energy management systems. The successful candidate will possess both basic technical familiarity with energy and energy management systems while excelling at customer relations. This position will involve local travel to customer sites as well as some additional travel to other regions.

The Account Manager will manage relationships with EnergyConnect's existing and future customer base. The Account Manager will interact with customer personnel to collect information about energy usage, energy management system, facility operations, and operational capabilities, and will use this information to develop demand response strategies. The Account Manager will work with customers and utility personnel, and with the EnergyConnect operations team to assess facility capabilities and identify demand response products and services.

Key Responsibilities include:

- Manage EnergyConnect programs that provide participants, vendors, and partners with opportunities to earn beneficial electric system revenues and reduce electricity costs
- Work with the EnergyConnect team to assure that participants, vendors, and partners expectations are met or exceeded
- Work with the operations team to identify and develop specific demand response actions that are appropriate to the facility's operations, energy consumption, and the energy management capabilities of the facility.
- Communicate results to customer and utility contacts
- Provide assistance to sales staff in selling demand response products and services



Position Requirements

The ideal candidate will have a background in sales, relationship management, electrical contract management, electric utility services, energy consulting, facility management, or energy management. Position requirements include:

- Associate or BS / BE degree in business, engineering, or a related field.
- Minimum of three years of proven success in business-to-business customer relationship management, account management, or sales.
- Demonstrated capability in technical business writing.
- Experience with Microsoft Office, particularly Word and Excel, and a general computing background
- Ability to form effective interpersonal relationships with others at various levels of technical expertise
- Ability to quickly learn and comprehend ever-changing technology
- Effective problem-solving skills
- High level of ownership and accountability, including the ability to follow through on open issues and successfully close them
- Ability to write clear and professional reports and business correspondence.
- Ability to manage multiple projects simultaneously and follow through to completion quickly
- Ability to self-start and work independently

Benefits

EnergyConnect offers comprehensive salary and benefits packages. Some of these benefits include:

- Flexible work schedules
- Company paid medical, dental, and vision plans
- Attractive paid time off benefits
- Flexible spending plans
- 401(k) retirement plan

For consideration, email your resume to: resumes@energyconnectinc.com with the subject line of "Account Manager - Philadelphia".

AFFIRMATIVE ACTION: EnergyConnect, Inc. is an Affirmative Action/Equal Opportunity Employer and provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws. The company also complies with applicable state and local laws governing non-discrimination in employment in every location in which the company has facilities.

FEMALES and MINORITIES ARE ENCOURAGED TO APPLY

EnergyConnect is an Equal Opportunity Employer