

**POSITION ANNOUNCEMENT – Conservation Services Group
Midwest Regional Vice President**

Overview:

For more than two decades, Conservation Services Group (CSG) has helped Americans make smart energy use decisions an important part of the way they live and work. CSG designs, develops, and delivers innovative, results-driven energy efficiency, energy conservation, sustainability, and renewable energy programs. We bring our experience, expertise, creativity, and commitment to our goals of using environmentally responsible approaches in helping business and home owners lower costs, increase comfort, and improve indoor air quality; and in championing the development and use of renewable, alternative energy.

People who work at CSG say that it's a unique kind of organization - one that nurtures individual talents and inspires dedication. We share a commitment to our work and our mission. CSG has a collegial atmosphere, where people respect and encourage each other to help the environment and change the way our country uses energy. How about you; do you see yourself as a part of our team?

CSG provides a range of program management services to our clients in the Midwest. These include a variety of residential energy efficiency programs sponsored by Ameren Illinois Utilities, Dayton Power & Light, Columbia Gas Ohio, AEP Ohio, Vectren, Nicor Gas, Commonwealth Edison, MidAdmerican and Alliant Utilities in IA. We are looking for a Regional VP, to report directly to our Executive Vice President of Regions, to manage these various operations in the Midwest. This Regional VP position would ideally be located in Chicago, IL area and frequent travel across the region will be required.

Responsibilities:

The Regional VP will oversee all Midwest operations, including supervising the program managers and directors of existing programs, maintaining and improving relations with key clients, and leading the effort to deliver existing commitments, secure renewals of existing contracts and expand CSG's services to new and growing energy efficiency programs. The Regional VP will also oversee the central services team connections to support regional program operations. The Regional VP will have P&L oversight responsibility for the existing contracts in the Midwest region, and, working with program directors and managers, be responsible for properly staffing the program management offices with a growing staff in all contracts.

- Track production and review overall performance of CSG' energy efficiency programs against goals
- Meet or exceed production, revenue, and margin expectations by successfully executing programs that build client relationships and result in new business for CSG
- P&L oversight responsibility for all Midwest program contracts CSG manages.
- Establish and maintain relationships with key utility clients, various program partners and policy constituents
- Provide direction, guidance and support to subordinate supervisors in daily operations, and advise and mentor less-experienced team members

- Support corporate business development efforts by preparing and presenting proposals, and responding to RFP's and RFQ's
- Identify new opportunities and expand CSG's market share in the Midwest.
- Develop and maintain working relationships with CSG peers, program partners, and colleagues on other project teams
- Monitor operations to recognize trends, opportunities to enhance procedures, identify potential problems, or other factors that might impact production or performance with an eye toward optimizing program results.

Qualifications:

- Requires 4-year college degree and a minimum of 10 years of management experience in the energy efficiency industry (or equivalent)
- Demonstrated experience in managing large contracts, key account client relationships, business development, and staff and resource management
- Outstanding customer service and interpersonal skills, as well as excellent verbal and written communications skills
- Strong organizational skills - ability to demonstrate a systematic approach in carrying out assignments, with the ability to prioritize tasks and document results
- Experience leading a team, motivating employees and generating results

Salary Range: Commensurate with experience.

Compensation package includes a base salary plus commission and paid holidays, 80% paid medical, 50% paid dental, paid life & AD&D and paid STD & LTD insurance coverage, plus employer matching retirement plan

Please apply online at: <http://jobs-csg.icims.com>

CSG is an Equal Opportunity Employer.