

Position Announcement – Resource Action Programs Program Consultant

Job Description

If you are passionate about providing solutions to customers about how to increase energy efficiency or water conservation and would like to be part of a recognized industry leader, this is an ideal opportunity for you to showcase your talent in the highly visible, business development role for Resource Action Programs (RAP).

The Program Consultant position is an integral part of RAP's Sales and Marketing department. The primary role for the Sales & Marketing department is to promote RAP to potential program sponsors, partners, and other organizations within the energy and water industries.

The Program Consultant will be responsible for maintaining and increasing existing business and developing new business within an assigned customer segment or geographic territory.

We are specifically looking for a person in the greater Chicago and greater NY city areas, able to drive to utilities that are within 150-200 (or so) miles in any direction of those cities.

Duties and Responsibilities:

- Use your sales acumen to develop and close high level sales opportunities through senior level relationships in the utility and water industry.
- Develop proposals that include technical, financial, and overall savings goals for your customer.
- Strategically build alliances and maintain good customer relationships to create win-win partnerships and future opportunities.
- Identify new sponsors for RAP programs and develop a program that fits their needs.
- Develop a lead development process for the assigned segment and/or region.
- Develop a sales & marketing plan to meet or exceed minimum sales goals.
- Manage incoming sales leads for customers without established accounts.
- Manage all details of program set-up for initial sales to new customers.
- Ongoing follow-up with customers to ensure satisfaction.
- Interact with project managers to manage program implementation.
- Research prospective markets for entry of current or new products.
- Work with our marketing specialist to maintain a consistent marketing campaign to new clients.
- Attend industry trade shows when requested.

Desired Skills & Experience

- Minimum of two years consultative sales experience.
- Experience in providing energy or water conservation programs or services to utilities, municipalities, states, or local governments.

- Need to be comfortable interacting with professionals at all career levels.
- Industry knowledge is preferred.

Additional Qualifications:

- Associate or Bachelor Degree in Business, Marketing, Management or a related field preferred.
- Track record of high performance in selling large scale solutions.
- Excellent lead generating skills and the ability to seek out new business or channel partners.
- Demonstrated leadership and communication skills.
- Water or energy program management preferred.

If you are a dynamic, successful, and driven professional, RAP is the company that will further your experience and career growth. RAP offers an attractive compensation and benefit package including base salary, commission, medical, dental, vision, 401(k), vacation, sick, and holiday leave.

Additional Information:

Travel: Approximately 50%

To apply:

Email rbye@resourceaction.com.

Company Description

Resource Action Programs® (RAP) offers a family of measure-based education programs designed to increase residential resource efficiency and community awareness. The proven and effective design generates immediate savings in home water and energy use while providing a maximum return on investment.

With 18 years of experience, RAP has become the industry leader with the design, implementation, data collection and reporting requirements needed for utility sponsored programs. All RAP programs feature interactive client education, self-installed kits, and complete implementation services and reporting.

Resource Action Programs has conducted programs ranging in size from 30 to more than 70,000 participants. These programs involved custom design requirements as well as extensive services ranging from kit production to shipping coordination, order processing and participant support. Data collection and management are hallmarks of RAP programs.

For more information about Resource Action Programs, visit www.resourceaction.com.

Additional Information

Type: Full-time

Experience: Mid-Senior level

Functions: Sales

Industries: Utilities

Compensation: Competitive Salary, Commission, Benefits