



ConSol Business Development Manager

Compensation

\$75,000 base; plus, commission based on performance

Benefits Offered

401K, Dental, Life, Medical, Vision

Employment Type

Full-Time

ConSol is in an active search for a dynamic and experienced Business Development Manager. ConSol is an established energy efficiency company with a 30+ year history in the California market. ConSol is based in Sacramento, CA. Find more information on ConSol services at www.Consol.ws. The Business Development Manager is expected to have a broad and comprehensive knowledge of California's energy efficiency market and proven experience in developing aggressive growth strategies, identifying and evaluating new business opportunities, and driving successful development efforts.

Near term responsibilities include defining and leading the execution of a business development strategy, developing an opportunity tracking/management platform, and aggressively winning new business.

Long term responsibilities include leading the executive team in the development of a 5-year growth plan that generates high margin services and opens new, energy efficient business opportunities, markets and services. The Business Development Manager will also facilitate ConSol's revenue growth through the identification and fostering of key business partnerships with consulting service firms and partners.

Most important is your attitude and work ethic: as a small company, we wear many hats, work fast and smart, and adapt and iterate quickly. We are looking for someone who is eager to work and a fast starter.

BASIC QUALIFICATIONS

- Bachelor's degree or higher
- 5 to 10 years of experience in energy efficiency and building markets
- 4 to 7 years of experience in government affairs, energy efficiency, renewable energy in the building industry or related field required
- Quantifiable success in the pursuit and award of consulting work in the energy efficiency market
- Excellent task management and problem-solving skills
- Excellent oral and written communication skills
- Excellent organizational skills

PREFERRED QUALIFICATIONS

- MBA or advanced degree
- Understanding of, and experience securing, government and utility contracts
- An enthusiasm to use metrics and analysis to deliver on business objectives

About ConSol:

ConSol is committed to promoting the efficient use of energy and other resources in the construction and ongoing operation of homes and commercial buildings. ConSol's energy and sustainable solutions focus on design, material, and equipment options that reduce the cost of ownership while maintaining the highest level of construction quality.

ConSol is nationally recognized for our expertise and success in improving and promoting energy efficient, renewable and green building practices. ConSol works in markets that range from a single, existing commercial facility to new residential master planned communities. Our consulting services include: energy code training; home and commercial building audits; codes and standards development; design and analysis for Zero Net Energy communities; introduction of new energy technologies to the mainstream market; third-party quality assurance and inspections; and energy efficiency program design and implementation. Through these channels, ConSol is helping the new construction and existing building markets to cost-effectively save energy and minimize our collective environmental footprint.

Please email your resume to: jobs@consol.ws

Company website: <https://consol.ws>

Company address: 1610 R. Street, Suite 200, Sacramento, CA 95811

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