



## **Iconergy**

**Job Description: Business Development Manager**

**Location: Denver or Boulder, Colorado**

### **About Iconergy**

Iconergy is a growing performance contracting and energy engineering firm headquartered in Denver, Colorado. We are a team of experienced energy engineers, design-build professionals, and problem solvers who come together to enhance the efficiency of the built environment. This Business Development position is vital to our ability to procure new projects and establish new clients.

We deliver value to our customers by integrating specialized technical knowledge with outstanding program and project management and delivery. We strive to see the world through our customers' eyes so that we can advance their agenda in all phases of design and construction.

Iconergy maintains a diverse portfolio of exciting retrofit projects that build long term relationships with our customers, and we offer a variety of engineering consulting services and turnkey solutions including performance contracting and other design-build retrofit services. Our projects include K-12 schools, recreation centers, higher education, correctional facilities, medical facilities, laboratories, data centers, offices, and other private, nonprofit, and public sector (state and local government) buildings.

### **Position Summary**

Iconergy seeks to add a well-organized, proactive and experienced Business Development team member to our engineering consulting team. The successful candidate will work with Iconergy's sales team and lead engineering staff to develop and procure new project opportunities and new clients.

You will lead business development and sales efforts for our consulting services team, which provides the following services: building commissioning, retro-commissioning, monitoring-based commissioning, energy modeling, sustainability consulting, building automation system design, energy metering design and turn-key solutions, water and energy conservation studies, ASHRAE Level I,II,III energy audits, energy and sustainability master planning, and renewable energy studies. The building sector that we target are medium to large commercial, higher education, K-12, industrial, hospitality, data centers, healthcare and laboratories. The projects often address the following systems: HVAC, controls, water fixtures, lighting, ancillary systems and equipment (distributed generation, cooking kitchens, pools, etc.), building envelope (roof, windows, doors, walls), renewable energy (solar PV, solar thermal, etc.) systems, and metering systems (energy, water, sub-metering, etc.). These projects improve the occupancy conditions inside the facilities while reducing operating and maintenance costs and the consumption of natural resources.

You will use your professional experience, emotional intelligence, and critical thinking to build new relationships that support the company's culture and growth. You will write proposals and solicitation responses, and you will manage the business opportunity until a signed contract is received. You will be a representative of Iconergy at regional and local trade events as well as other functions when appropriate.

- The location for this position can be in Boulder, CO, or Denver, CO, and we expect that you spend 3-4 days in the office on average per week. This position is not about contacting existing clients for more projects, rather, this position seeks an individual that can develop new clients and new project opportunities. Your compensation and performance will be evaluated based on your ability to develop new clients and new project opportunities, and to obtain signed contracts that meet annual sales goals mutually established by Iconergy

and you. Clients and opportunities may be located anywhere in Rocky Mountain region (especially Colorado and surrounding states), Chicago, and, at times, elsewhere.

### **A week in the life of the successful candidate**

During a typical day, you might work on these types of tasks:

- Identify, develop, and maintain strong relationships with peers throughout the architecture, engineering and construction industry to create relevant project opportunities that supplement Iconergy's existing industry relationships.
- Identify, develop, and maintain strong relationships with property owners (private, nonprofit, and public sector) to create relevant project opportunities that supplement Iconergy's existing client relationships such.
- Develop content for proposals, qualification packages, and other marketing materials that demonstrate our services, staff, and experience.
- Attend or present at regional industry events to publicize the Iconergy brand.
- Provide quality control on proposals and other materials, including proofreading, editing, and transmission/delivery.
- Coordinate internally with internal technical staff to plan for and receive the support needed to fulfill business development opportunities.

This role will require you to adjust your communication style to effectively interface with a wide range of Iconergy staff, customers, and partners.

You will work with a team that encourages and supports you to:

- Work independently.
- Take pride in the work that you do.
- Think critically about different approaches and implement the ones that are most appropriate for the situation.
- Practice and refine your client interface skills on a daily basis.

### **Special Site Considerations**

Working in facilities requires a certain sensibility. For example, you may need to:

- Be cognizant of your surroundings and on guard at all times.
- Adhere to strict protocols established by the customer regarding interactions with occupants and management.
- Follow Iconergy's and our client's safety protocols.
- Be ready to adapt to changing situations and the unique considerations that exist in different parts of a facility or other working environment.
- Treat everyone that you encounter with dignity while completing your professional responsibilities efficiently.

### **The successful candidate's background will look something like this:**

- Bachelor's Degree in Business, Engineering, Architecture, or Construction Management. Other degrees will be considered if paired with appropriate work experience.

- Experience in the energy efficiency, sustainability, construction, architectural, and/ or other engineering fields.
- Outgoing personality that includes the ability to “cold call” clients and develop new customer relationships.
- Well-versed in the commercial and industrial architectural, construction, and/or facility management industry throughout the Rocky Mountain region.
- Familiar with utility efficiency and rebate programs, with a strong understanding of how to leverage these programs into new sales.
- Technically savvy with a good understanding of electrical, HVAC, and plumbing systems, utility rates and renewables.
- Familiarity with the services and solutions described earlier in this job posting. Additional years of experience will be considered beneficial..
- Experience with leading selection interviews, developing presentations, and writing proposals.
- Proficiency with Microsoft Office required; InDesign a plus.
- Demonstrated excellence in communication (written and oral) in English.

The ideal candidate will also fulfill the following:

- Pass NCIC background check (required).
- Pass an initial drug test and subsequent random drug tests (required).
- Hold a valid driver’s license and provide your own mode of transportation (required).

This position will require you to frequently stand; walk; and reach with arms and/or hands. Specific vision abilities include close vision, distance vision, depth perception and the ability to adjust focus. While performing the duties of this job, you will be regularly required to sit for long periods of time; talk or hear; perform fine motor, hand and finger skills in the use of a keyboard, telephone, or writing. You will also be required to lift up to 50 pounds on a periodic basis.

We value teammates who are committed to the Iconergy team and adaptable to potential shifts in the specifics of their role. Our positions are similar to those at other growing firms: they are functions of the marketplace and, therefore, dynamic. We have described the position as it is forecasted from today through the next twelve months, and we are constantly evolving our services and also addressing client requests that may change the job description in a number of ways over time.

### **Benefits**

Employment benefits at Iconergy include a company cell phone, 401K, health/vision/dental insurance, paid time off, short- and long-term disability, an RTD pass, monthly gym membership stipend, and performance incentives, among others.

### **To apply**

Please visit: <https://iconergy.bamboohr.com/jobs/view.php?id=35>

- **You’ll be asked to submit a resume and cover letter** – Help us understand why you are the right fit for our team. Tell a story, highlight your most applicable skills, do whatever

you think will capture the essence of what you will bring to the table.

*Iconergy is an equal opportunity employer, and we value diversity. We encourage applications from all demographics and especially those that are traditionally under-represented in engineering and construction.*