



**Position: Business Developer - Energy Engineering & Sustainability**

**Location: Denver or Boulder, Colorado**

Iconergy seeks to add a well-organized, proactive, and experienced Business Development professional 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.), and 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, with the assistance of our proposal writing staff, and you will manage the business opportunity until a signed contract is received. You will be a representative of Iconergy at regional trade events, and national events 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 out 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 between Iconergy and you. Clients and opportunities may be located anywhere in Rocky Mountain region (especially Colorado and surrounding states), Chicago, and, at times, elsewhere.

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

- Identify and maintain strong relationships with peers throughout the architecture, engineering and construction industry to create relevant project opportunities.
- 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 and editing.
- Coordinate internally with internal technical staff to plan for and receive the support needed to fulfill the business development opportunity.

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

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

- Bachelor's Degree in Business or Engineering. Other degrees may be considered with appropriate work experience.
- Experience in the efficiency solutions described in this job posting with 5+ years of experience in the energy efficiency and/ or architectural and/ or engineering fields.
- Outgoing personality able to "cold call" clients and develop new customer relationships.
- Well-versed in the commercial and industrial architecture, 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.
- Familiar with measurement and verification, energy/water efficiency, and renewable energy systems.
- Experience with leading selection interviews, developing presentations, and writing proposals.
- Proficiency with Microsoft Office required, InDesign experience a plus.
- Demonstrated excellence in communication (written and oral) in English.
- Experience with CRM (Customer Relationship Management) systems
- Experience running automated email and marketing campaigns is a plus

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 at times.

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**

- Health, Vision, And Dental Insurance Plans (HSA Qualifying Option)
  - Health plan offers access to 1:1 coaching for healthier lifestyles
  - Health plan offers virtual visits to PCP + urgent care and behavioral health
- Flexible Savings Account & Health Savings Account options
- Company Paid Short-And Long-Term Disability
- Paid Time Off (Personal and 9 Holidays)
- 401k With Company Match of 4%

- License/Certification Reimbursements
- Gym Membership Stipend
- Company paid cell phone or cell stipend
- RTD pass and mileage reimbursement
- 40 hours of Training Time Annually
- Performance Incentives
- Remote or Hybrid Work Schedule (dependent on role)

**[To apply please click here.](#)**

***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.***