



Outreach Professional-Forklift Electrification Market

Oak Brook, Illinois

We are looking for an experienced and talented Outreach Professional to lead the technical sales outreach effort to promote and increase participation in our forklift electrification incentive program in the Northern Illinois and Chicago Metro area. As an outreach professional for energy efficiency programs with Energy Sciences, you will join our team of degreed energy efficiency professionals helping customers take advantage of incentives to conquer climate change. The outreach professional is responsible for conducting outreach and seeking out new opportunities for incentive-funded projects that support forklift electrification.

This position requires Up to 100% local travel in the Chicago Metro area. A local candidate is preferred.

Day to day

The outreach professional is accountable for engaging and maintaining relationships with manufacturers, distributors and contractors to influence the completion of forklift electrification projects. The outreach professional is accountable for achieving established goals through a combination of excellent customer service and project management. The outreach professional works closely with utility and program staff. The outreach professional is responsible for a combination of relationship management, project identification, and project administration. The day to day tasks are listed below:

- Maintaining excellent relationships with all manufacturers, distributors and contractors to ensure high levels of customer satisfaction and to identify potential future needs.*
 - Represent the program requirements thoroughly and accurately.*
 - Engage with manufacturers, contractors, distributors, and customers to educate and coach on the program. Be the first point of contact for assistance to the book of business. Engage freely with all team members to resolve customer challenges. Help Marketing with ideas and material review. Strong communication skills and an enjoyment of engaging with the market to learn and educate.*
 - Generate leads from cold calls, networking, building, and leveraging relationships within the forklift electrification market.*
 - Meet with customers and conduct site visits to identify opportunities for electrification, and to better understand the customer's equipment operation.*
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- *Provide regular reporting of lead generation, project status, or other data as directed by Program Management.*
- *Overall management of electrification projects through the incentive administration process from beginning to end.*
- *Work independently to meet goals and targets.*
- *Perform event planning, coordination, and presentations of programs.*
- *Maintain organized project files containing project documentation, correspondence, appropriate reference materials, etc.*
- *Prepare weekly, monthly, and quarterly activity reports and track progress towards program goals.*

About you

- *General familiarity with, and passion for, forklift electrification.*
- *Strong interpersonal skills with the ability to interact comfortably with external customers. Focus on customer engagement with the ability to build trusting long-term working relationships.*
- *Proven customer service and communication skills, both written and verbal. The ability to listen, motivate, and empathize is critical.*
- *Demonstrated awareness of sensitive communications and client/end user dynamics, and a capability for diplomatically working through issues.*
- *Self-directed and able to work independently as well as collaborate with others to drive execution, solve problems creatively, and foster innovation among teams. Able to work effectively both independently and in a team environment.*
- *Critical thinking skills with exceptional problem-solving skills*
- *Exceptional organizational skills. Ability to adeptly juggle multiple projects, customers, deadlines and demands.*
- *Proficient with MS Office, Salesforce with an understanding and use of SharePoint features and reporting abilities.*
- *Proactive, resourceful, and highly motivated with and the ability to achieve results.*

Your background

- *Associate's or Bachelor's degree in energy management, technology, business administration or related field*
 - *Excellent knowledge of forklift market*
 - *Successful lead generation, networking, and relationship building ability*
 - *Knowledge of project financial metrics, forklift market and customer motivations/care-about*
 - *At least 5 to 7 years of related experience, preferably working with forklift sales market.*
 - *Experience with utility funded energy efficiency or demand side management programs*
 - *Technical or consultative sales experience preferred, adept at effectively explaining*
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and encouraging interest in utility program offerings.

- *Experience giving presentations to utility mid-level managers and leadership.*
- *Managing utility programs outreach scope, schedule, and budget.*
- *Experience working with CRMs/Salesforce.*
- *Certified energy manager (CEM) preferred.*

Benefits

We offer an excellent full-time benefits package including DAY 1 benefits (medical, dental, vision, life, STD, LTD) a retirement plan with match, profit sharing, 13 paid holidays and 120 hours of paid time off starting in year 1.

More about Energy Sciences

Energy Sciences is on a mission to create a more sustainable and socially responsible energy future. We value working as a team, questioning the status quo to find new and better ways, doing our work with integrity, as well as taking responsibility and initiative to get things done. We provide professional consulting, training, and energy management services to commercial, industrial, and municipal sectors, delivering customized solutions and sustainable strategies.

Additional information

Energy Sciences is an equal opportunity employer and all qualified applicants will receive employment consideration without regard to race, color, religion, national origin, sex, disability status, protected veteran status or other characteristics protected by law.

If you are interested in applying, please submit your resume to info@esciences.us.
