



JOB POSTING: Relationship Manager

SUMMARY: In this full-time position reporting to the Director of Business Development and General Manager, the Relationship Manager will identify, develop and manage client relationships for Energy Support Services, New Energy Equity's solar asset management subsidiary company.

New Energy Equity is a quickly expanding company that offers a dynamic and collaborative work environment in a progressive and growing industry. Join a strong team of highly motivated professionals who are dedicated to making a positive impact through solar development.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Identify potential leads for O&M Services to be provided by our subsidiary, Energy Support Services (ESS), such as Engineering, Procurement, and Construction Companies (EPCs) and project developers within the solar industry
- Report to both Director of Business Development and General Manager of ESS
- Compile lists of prospective EPCs and developers for use as sales leads, based on information from business directories, industry ads, trade shows, websites, and other sources
- Follow-up and coordinate lead development with sales team
- Help to develop sales outreach strategies with the business development team
- Track and report on sales development efforts to management
- Perform customer presentations and seminars.
- Attend trade shows (6-8 per year)
- Travel to meet with key accounts and partners throughout the year
- Answer customer inquiries via telephone or e-mail
- Support forecasting activities and opportunity tracking activities in Salesforce.com
- Work with marketing team to plan and coordinate customer-marketing efforts
- Prepare proposals
- Perform lead follow-up activities
- Other duties as may be assigned
- Competitive commissions and benefits packages

QUALIFICATIONS

To perform this role successfully, the individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Strong relationship management and business development skills
- Strong interpersonal and organization skills
- Experience with lead tracking, forecasting and reporting



- Excellent written and verbal communication and presentation skills
- Demonstrated ability to qualify and handle leads
- Knowledge of proposal building and presentation processes
- Proven comfort working in a team environment and independently

Location: This position will be performed at our corporate offices in Annapolis, MD but includes consistent travel across the United States.

Submit resumes to info@newenergyequity.com.