

DIRECTOR OF RESIDENTIAL AND COMMERCIAL BUSINESS DEVELOPMENT

If making a difference in the world for both today and tomorrow fuels your personal career goals, then read on...

The only energy council of its kind, the **PROPANE EDUCATION & RESEARCH COUNCIL** (PERC), a Washington, DC based organization, works with the propane industry, consumers, and partner industries to increase the adoption of propane as a clean, domestic, and affordable energy source.

PERC has an excellent opportunity for a Director of Residential and Commercial Business Development. This exempt position reports to the Senior Vice President for Business Development (SVPBD) and could be based out of a home office for the right candidate with proven ability to be self-motivated and directed.

Job Summary:

The Director of Residential and Commercial Business Development leads PERC initiatives to support and grow propane demand by working directly with companies and business leaders in the residential, commercial, and propane markets. As a liaison between the propane industry and the residential and commercial market, the director is responsible for business development, product development, and market development activities, which includes outreach, communications, education research, product development, and product commercialization. The Director of Residential and Commercial Business Development works closely with PERC staff, industry volunteers, contractors, communications partners, product partners, and consultants to accomplish business plans aligned with the council strategy.

Knowledge, Skills, Abilities, and Requirements:

- 5-10 years of directly related experience.
- Understanding of the residential and commercial markets.
- Lead business development and market development activities in the residential and commercial markets.
- Helps develop market strategy and executes on that strategy to meet established market goals.
- Develops plans, goals, objectives, and tactics for projects in the market.
- Develops new relationships and fosters existing relationships with potential strategic partners.
- Initiates, supports, and manages product development programs which includes coordination among internal teams, industry project teams, and task force groups.
- Serves as a liaison between the propane industry and the residential and commercial markets, which requires diplomacy, professionalism, and confidentiality.
- Serves as a residential and commercial market subject matter expert, including staying updated on market trends, forecasts, and technologies.

Competencies:

- Builds and leverages relationships with internal and external stakeholders
- Project management skills
- Delivers results on schedule and on budget
- Collaboration
- Strong verbal and written communication skills

Education:

Bachelor's degree. Advanced degree preferred.

Working Conditions:

Office Work Environment (25%-75%)

Travel (up to 50%)

PERC offers excellent benefits including: competitive salary, two weeks' vacation, 401(k) retirement plan, healthcare (including prescription, eye care, and dental), LTD and life insurance policies.

For confidential consideration, please send resume, cover letter, and references by email to Theresa Ryan at jobs2@propane.com. Only candidates who meet the above criteria will be considered.

The Propane Education & Research Council is an equal opportunity employer.