

## Business Development Representative

Are you a motivated, experienced professional with a deep understanding of building systems, energy efficiency, exceptional sales skills, and a burning passion for environmental stewardship? Join our team as a **Business Development Representative** and embark on an exciting career journey where you can ignite your entrepreneurial spirit, drive sales, champion energy-efficient solutions, and lead the development of custom projects for multi-family housing complexes.

### Responsibilities:

- **Sales Generation and Consultative Selling:**
  - **Seek out** and target multi-family housing complexes with outdated or inefficient energy systems.
  - **Embed** yourself in the local real estate market to help clients maximize value of their properties and save on operating expenses.
  - **Execute** dynamic sales strategies, securing new business opportunities and promoting energy-efficient solutions.
  - **Assess** clients' energy systems, offering tailored recommendations for improvement.
  - **Articulate** the compelling benefits, ROI, and environmental impact of our solutions.
- **Relationship Building and Product Knowledge:**
  - **Cultivate** strong connections with property owners, managers, developers, and decision-makers in the multi-family housing sector.
  - **Be a trusted advisor**, staying ahead of industry trends and regulations.
  - **Master** our comprehensive range of energy-efficient solutions, including HVAC systems, lighting, solar energy integration, and smart metering.
  - **Stay updated** on advancements and passionately communicate product features and benefits.
- **Proposal Development and Project/Account Management:**
  - **Craft** persuasive proposals that captivate, outlining project scope, costs, energy savings projections, and ROI.
  - **Collaborate** with our technical team to ensure accurate and irresistible proposals.
  - **Collaborate** seamlessly with internal stakeholders, including engineers, project managers, and installation teams.
  - **Provide** ongoing support and serve as a liaison between clients and our dedicated teams throughout the implementation process.
- **Industry Networking and Reporting:**
  - **Embrace** the spotlight at industry conferences, trade shows, and networking events.
  - **Forge** partnerships, boost visibility, and stay at the forefront of emerging trends and best practices.
  - **Maintain** meticulous sales records, managing pipelines, forecasts, and progress reports.
  - **Analyze** market trends and competitor activities to identify opportunities and refine sales strategies.

### Additional Responsibilities:

- **Lead** development efforts for custom energy efficiency, electrification, and carbon reduction projects.
- **Engage leads**, identify opportunities, collaborate on solution design, and close proposals.



- **Develop** energy savings strategies and calculations for existing building retrofits.
- **Identify** energy-saving and carbon reduction opportunities, recommending solutions for more efficient operations.
- **Join a team** that is looking to expand lines of business, and continual growth.
- **Devise creative solutions** to project challenges, risks, and problems, ensuring effective completion.
- **Understand reporting requirements** and develop cost-effective plans to meet project objectives.
- **Act as the primary contact** for customer queries, providing excellent customer service and support.
- **Identify technical resource requirements** and solid solutions to meet project needs.
- **Build positive working relationships** with customers, vendors, utilities, contractors, and colleagues.

#### Minimum Qualifications:

- 4+ years of professional experience in sustainability, real estate, energy, or utilities.
- Excellent interactive communication and negotiation skills.
- Strong resource management abilities (time, schedules, finances, subcontractors).
- Sales experience.
- Proven expertise with sustainability frameworks that drive change.
- Thrive in independent work, managing multiple projects and optimizing time.
- Experience with programming and data science, developing compelling analyses.
- Preferred undergraduate degree in engineering or construction management.

#### Compensation:

- Competitive salary that corresponds with level of experience and expertise
- Health, vision, dental insurance
- 401K matching plan
- Cell phone stipend
- Bonus pool participation

#### To Apply:

- **Please submit your resume** -- cover letters are welcomed too!
- **Take our behavioral assessment** – it's only 2 questions.

**Link to the assessment:** <https://assessment.predictiveindex.com/bo/c7Y/EESales>  
or scan the QR code to the right.



**Note:** This job description captures essential responsibilities but isn't an exhaustive list. Our organization is ever evolving, and the description may be modified to meet our changing needs. Join us for an exciting and fulfilling career journey!

**Paradigm Energy Services** ([www.paradigm-esco.com](http://www.paradigm-esco.com)) **is an Energy Services Company** providing energy efficiency and renewable energy solutions in the Mass Save Efficiency programs. We focus on reducing energy costs and improving the energy infrastructure in low-income communities. We develop, design, build, and finance solutions to utilities, agencies and



building owners in affordable housing. Our commonsense approach, born out of the commercial construction industry, improves our client's bottom line while delivering a premium project experience.

#### **Our Culture:**

We have a **culture of accountability**, to both professional goals and personal development. We deliver a premium experience to all project stakeholders by staying committed to the simple belief that **everyone deserves to be treated with dignity and experience and improving quality of life**. We realize our belief by incorporating **6 core values** into our culture and the daily execution of our business. They are:

1. Treat everyone with dignity
2. Take the time to do it right
3. Be impeccable with your word
4. Always do your best
5. Don't make assumptions
6. Don't take things personally

*There is a high probability you have never worked at a place like this.*