



## **EnergyLink Overview**

EnergyLink is an engineering, procurement, and construction (EPC) firm that designs, builds, and finances renewable energy and energy efficiency assets for our clients. We are committed to providing our clients with unique solutions to their energy consumption needs that add the highest value to their triple bottom line; solutions that benefit their cash flows, their communities, and our environment.

## **Business Development Associate Overview**

EnergyLink is looking for a Business Development Associate to actively seek out and engage with prospective clients in order to determine their needs regarding their energy consumption and expenditures and discover potential opportunities to develop energy assets for clients. The Business Development Associate will work closely with our engineering and finance teams in order to design, pitch, and close these projects for commercial clients in for-profit, non-profit, and government sectors.

## **Job Specifics**

Salary: \$35,000-50,000 depending on experience and skill level

Commission: Up to 8% of contribution margin (as defined by project revenue less COGS and outside labor) per project depending on ratio of involvement in project development and sales

Locations: Denver, CO and Kansas City, MO with remote working opportunities available

## **Responsibilities and Duties**

- Reach out to potential and existing clients through door-to-door visits, phone solicitations, and email campaigns.
- Establish, develop, and maintain relationships with prospective clientele.
- Discover clients' needs and challenges, then respond to those with tailored solutions.
- Coordinate sales efforts with engineering, finance, and marketing teams.
- Analyze geographic market potential for energy projects.
- Achieve agreed-upon goals and sales targets.
- Continuously improve and adapt with the organization.

## **Qualifications and Skills**

- BS/BA or equivalent education required.
- Excellent selling, communication, and interpersonal skills required.
- Ability to work remotely and autonomously required.
- Proficiency with financial modelling, accounting, and/or engineering design is preferred.

For a company overview visit: <https://www.goenergylink.com/>

Please contact me via my information below to submit your resume for application or to seek further information.

CHRISTIAN L. GANDER

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