
Business Development Manager

Company Overview

Overlay Consulting (www.overlayconsulting.com) is a full-service energy management group that specializes in providing energy efficiency and sustainability services. Whether in the private sector, a utility, or a government agency, we help our clients achieve their energy efficiency goals. Our team combines the business discipline of management consulting with the technical expertise of a robust engineering firm. We specialize in providing three key service areas:

- Energy Management,
- Incentive Program Design & Implementation, and
- Sustainability

Our multidisciplinary team of Professional Engineers, Certified Energy Managers (CEM), Certified Energy Procurement Professional (CEP), Incentive Program Experts, and professionals accredited in Leadership in Energy and Environmental Design (LEED®) offer leading energy efficiency services to support the technical and programmatic needs of our clients.

Overlay Consulting is a privately held company searching for employees who seek challenging/exciting work with an ambition for significant career growth.

To learn more about our company please visit: www.overlayconsulting.com

Location:

Denver, CO

Responsibilities:

- Prospect and acquire new private, utility and government customers by networking, cold calling, using social media, and/or other means to ensure a robust pipeline of opportunities.
 - Establish strong direct and indirect relationships to acquire and retain a book of business to meet and/or exceed goals.
 - Support the development of sales plans and strategies to increase sales opportunities.
 - Use knowledge of the market and competitors to identify and develop the company's unique selling propositions and differentiators.
 - Assess customer needs and propose offerings to meet and/or exceed these needs.
 - Lead / support proposals and responses to Request for Proposals (RFP).
 - Coordinate and support various internal processes and resources to close transactions (Legal, Credit, Supply, Business Controls and Operations).
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- Collaborate with lead members of Overlay's individual business lines on transactions involving key customers to improve odds of success.
- Support marketing activity by staffing key industry events.
- Gather, record and provide timely market feedback on deal competitiveness, our competitors, markets and third-party activity.

Qualifications/Competencies/Experience:

- Typically has 5+ years relevant energy efficiency or sustainability business development experience.
- Requires completion of Bachelor's Degree in business, engineering, sustainability, or equivalent.
- Has experience, knowledge and skills in self-performing business development activities.
- Works independently with minimal direct guidance from senior staff. Usually determines own work priorities. Applies knowledge and skills to a wide range of standard and nonstandard situations.
- Manages own time to meet agreed targets and develops plans for short-term work activities.
- U.S. Citizenship or U.S. Permanent Resident status required.

Compensation:

Compensation is dependent on experience but includes competitive pay, healthcare benefits, Denver RTD EcoPass, flexible work schedules, generous vacation days as well as a matching 401k package.

Resume Responses:

To be considered for this position, please submit your resume response to careers@overlayconsulting.com.