



Key Accounts Manager

This full-time position reports to the Manager of Energy Services and is located at the Electric Center, 1200 Fort Vancouver Way, Vancouver.

WHAT YOU WOULD DO:

- Provide technical support for commercial/industrial accounts relating to power supply issues, service requirements, and all aspects of conservation discovery, identification & implementation. Assist the customers to identify and screen conservation project leads for seriousness, program applicability, and financial feasibility.
- Call on managers, owners, executives and other professional and technical personnel as needed to provide customer support. Establish business relationships and maintain communication links within all levels of the organization for the assigned commercial/industrial customer base.
- Work with assigned commercial/industrial accounts in preparing analysis of billing, energy loads, metering options, account summaries, rate schedules impacts, outages/service interruptions, power quality interruptions and other pertinent energy information.
- Align customer with professional resources including facilitation of training, seminars, etc.
- Provide support, monitor, manage and/or report on budget updates for any assigned program(s) including pertinent project tracking and forecasting to the Energy Services Manager.
- Manage assigned public website pages for updates and edits.
- Keep abreast of energy issues and related emerging developments and technologies.
- Provide support in developing segment strategies, rates, marketing plans, procedures, support materials, management briefings, and training.
- Assign, coordinate and manage applicable engineering firm/contractor analysis work. Assure work is in compliance with program and state standards that meet parameters.
- Manage quality control process of proposals, complex energy analysis, inspections, metering, and equipment commissioning. Complete, review and scrutinize other required project documentation to verify energy savings attributed to conservation project(s).
- Review and prepare customer agreements and other program documentation for conservation projects. Help customers on the value and benefits of proceeding with implementation.
- Participate in new program design and pilot program implementation initiatives
- Develop a knowledge of complimentary programs and products produced by other public and private utilities and vendors so as to add to the customer's project resources.

QUALIFICATIONS:

- Bachelor's degree (B.A.) from four-year College or university; and/or at least four years related experience and/or training; or equivalent combination of education and experience.
- Proven account management skills and results preferably with an energy supplier or related products or services. Technical/engineering experience is a plus.
- Demonstrated proficiency in project management, time management, team work and leadership skills.

- Strong account planning, research and computer skills to include Word, Excel spreadsheets, and database applications.
- Must have outstanding interpersonal and communication skills with the ability to work effectively with commercial/industrial and internal customers at all levels of an organization including people with different styles and backgrounds.
- Must have the ability to write reports, business correspondence, procedure manuals and to effectively present information and respond to questions from employees and commercial/industrial customers.
- Ability to read and effectively analyze Clark Public Utilities rate schedules, general business periodicals, professional journals, technical procedures, or governmental regulations.
- Must have a valid driver's license.

HOW TO APPLY:

Clark Public Utilities offers excellent benefits, an attractive wage, and company incentive programs. For confidential consideration, please forward your resume with cover letter via email to jobs@clarkpud.com. Resumes may also be sent to Clark Public Utilities, Human Resources Department, P.O. BOX 8900, Vancouver, WA 98668.

Equal Opportunity Employer

At Clark Public Utilities, we are committed to being a place where a diverse mix of talented people want to come, to stay and do their best work.