

Industrial Key Accounts Manager

This full-time position reports to the Energy Services Manager and is located at the Electric Center, 1200 Fort Vancouver Way, Vancouver, WA 98663.

WHAT YOU WOULD DO:

- Provide day to day as well as technical support for assigned base of commercial/industrial accounts relating to power supply issues, service loans and requirements, rate schedule impacts, outage/service interruptions and all aspects of demand response and energy efficiency discovery, identification & implementation. Establish business relationships and maintain communication links within all levels of the organization for the assigned commercial/industrial customer base.
- Manage or assist in the management of the design, creation, administration and implementation of commercial and/or industrial energy efficiency and demand response programs. 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 energy efficiency project(s) in accordance with program procedures, policies and guidelines.
- Review and prepare customer agreements and other program documentation for demand response and energy efficiency projects.
- Participate in new program design and pilot program implementation initiatives.

QUALIFICATIONS:

Bachelor's degree (B.A.) from four-year College or university; and/or at least six years' direct experience as a Key Accounts Manager; or equivalent combination of education and experience. Engineering degree or another advanced degree preferred. Proven account management skills and results preferably with an energy supplier or related products or services. 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. 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.

BENEFITS:

Employees and dependents are eligible for medical, dental, vision, basic life insurance and disability insurance. Employees are enrolled in Washington State PERS and may enroll in deferred compensation plans. Employees will also receive eight hours of vacation leave and sick leave every month and twelve paid holidays throughout the calendar year.

SALARY:

Clark Public Utilities' salary ranges are market based and established annually. With full competency in the role and satisfactory performance the target is midpoint within the established range.

Industrial Key Accounts Manager: \$105,620 - \$130,727 - \$155,834

HOW TO APPLY:

Please send your resume with a 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.*