



Job Posting

Job Title: Business Development Manager - Energy Procurement

Location: GEM Energy - North Ridgeville, OH

GEM Energy provides comprehensive services and technologies to improve customer business performance and reduce facility operation costs. Services include combined heat and power (CHP) systems, HVAC and plumbing, facility management, energy procurement, solar development and building automation controls. Based in Toledo, Ohio since 1999, GEM Energy is part of the Rudolph Libbe Group, with offices in Cleveland, Columbus and Lima, Ohio, Ithaca, New York and Plymouth, Michigan. For additional information, visit RLGBuilds.com.

Position Description

We are searching for an energetic professional to join our growing team as a Business Development Manager. You will be part of the passionate and entrepreneurial GEM Energy team where you will develop new business by identifying and consulting with prospects to help identify opportunities that reduce operating costs for their business. Responsibilities include the sale of natural gas and electricity contracts in a variety of business sectors.

Job Responsibilities

- Analyze, develop and present competitive offers to new and existing clients with customized solutions that best suit our customers' needs.
- Identify prospective clients for our energy team to pursue, including but not limited to, commercial, industrial and governmental markets.
- Educate prospective clients and existing customers on relevant changes in the energy markets.
- Remain current on industry trends and methods to identify ways to help clients reduce their cost of operations.
- Track opportunities and activity using in-house CRM system.
- Attend select networking events and participate in relevant industry associations for educational and prospecting opportunities.
- Availability to travel throughout the state and region as necessary.

Skills

- Strong ability to create and maintain relationships.
- Innovative thinker with the ability to communicate with customers and recognize opportunities.
- Understanding of economic markets for financial and analytical modelling of solutions.
- Motivated to achieve goals and customer satisfaction with excellent communication skills.
- Be a team player with a willingness to help fellow associates.

Education/Experience

- Bachelor's degree in business or engineering.
- Strong computer skills with Microsoft Office products.
- Must possess a high level of integrity to do what is right for the customer and the company.
- Experience in structuring and negotiating contracts a plus.

Hiring Manager: Toby Slocum, Program Manager. Toby.Slocum@rlgbuilds.com

To apply, click here: <https://rlgbuilds.com/careers/available-positions/available-positions-detail/?id=268607744>

GEM Energy is an Equal Employment Opportunity Employer.