

GridMarket is seeking a qualified and ambitious Business Development Associate to join our rapidly growing team. We are a team of professionals with diverse experience and a shared dedication to having a profound impact on the future of energy. If you meet the below qualifications and have a passion for clean energy, we would love to speak with you.

Company Background

GridMarket LLC is a New York City-based energy project optimization platform and global marketplace. We leverage big data and artificial intelligence to accelerate the global energy transition. Working with governments, utilities, and energy consumers around the world, GridMarket identifies and tailors best-fit energy projects, engages top-tier global solution providers, and mobilizes financial markets to help partners meet energy and carbon targets. GridMarket has a substantial global pipeline and portfolio of successful projects, spanning diverse customer types and geographic regions. We use our platform to open up new markets and facilitate distributed energy deployment through automation, predictive analytics, remote digital capabilities, and dynamic stakeholder engagement tools.

Position Overview

The Business Development Associate will fulfill a core, multi-disciplinary function supporting and accelerating company growth. The position will report to the Director of Sales and Project Management. The Business Development Associate will be responsible for identifying potential new business, building relationships, and maintaining relationships with existing clients. Ideal candidates will have direct sales experience and an understanding of the renewable energy industry.

Skills

- Generate new business opportunities and assist supervisor with growth of existing accounts
- Meet assigned lead generation and customer onboarding KPIs
- Maintain an accurate forecast and robust pipeline of sales opportunities
- Conduct outreach to identify new potential customers and channel partners
- Manage early stage opportunity vetting, customer discussions, and success strategy
- Update CRM with customer status, contacts, communications etc.
- Gather and report market intelligence to advance business development strategy with supervisor
- Lead outreach campaigns, cold calling, preparing meeting preparation and strategy, and the development of customer facing materials

Qualifications

- 3+ years experience in sales, business development, or account management of renewable energy products
- Track record of sales excellence and success

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- Working knowledge of sales and prospecting methodologies
- Enthusiastic team player ready to join a passionate group of professionals
- Experience building and maintaining long term relationships
- Strong English written, verbal, and presentation skills
- Ability to thrive in a constantly evolving environment
- Ability to work independently as well as collaboratively
- Ability to manage several competing priorities efficiently and effectively, while meeting deadlines with consistent follow-through
- Excellent organizational and time-management skills

Compensation

GridMarket offers a competitive compensation package, commensurate with experience. The position is hybrid, with both in-office and remote work.

To Apply

To apply, qualified candidates should e-mail a resume and cover letter (in PDF) indicating why you are interested in this position, what makes you a great candidate for this role, how you learned of the position, and your desired salary requirements to info@gridmarket.com with "**Business Development Associate - FirstName LastName**" as the subject line. Applications will be reviewed on a rolling basis, so we recommend applying early. Only candidates selected for an interview will be contacted.

No phone calls, please. No recruiters / search firms, please.