

Job Description Summary

At CLEAResult, we change the way people use energy. CLEAResult is the leader in transforming energy challenges into energy efficiency solutions. We work with utilities, businesses and consumers to improve the energy experience on a local and global level throughout the US and Canada.

You will love working at CLEAResult because we are having a positive impact on the world by changing the way people use energy. We are the market leader in bringing energy efficiency programs to life and offer lots of flexibility of where and how you work. You will have the opportunity to be creative every day and work with a leadership team that is open to new ideas, new opportunities, and new perspectives. Join our team and help change the world.

CLEAResult Rewards and Recognition:

- Medical, Dental, and Vision Insurance; we also offer a company-paid health care concierge service because we've all been there – needing help with our health plan and not knowing where to turn.
- 401 (k) with company match
- Paid vacation, sick and personal time
- 10 paid company holidays
- Paid Volunteer Time; giving back to our communities is important to us
- Discounts on home and auto insurance
- Employee Referral Bonus Program
- Employee Recognition Program – convert your recognition points into gift cards
- Employee Assistance Program – offers benefits to help you manage daily responsibilities
- Access to training opportunities to advance further in your career
- Paid Parental Leave

Job Description

We are looking for a talented individual...

To join our team as an Account Manager! You will act as a representative to the customer's organization. Establishes and builds relationships in local, regional and national markets. Manages and promptly resolves customer concerns. Records, tracks customer interactions in accordance with corporation's procedures. Verifies product installations and that all paperwork received is accurate and complete. Sells technical products/services, trains on technical specifications and program requirements, and communicates program changes. Develops strategies to drive increased savings acquisition. Works with engineering and program to research and analyze current and future technical specifications and requirements. Prepares sales forecasts. Troubleshoots technical issues, determines solution in accordance with product and customer specifications, and recommends solutions.

Here at CLEAResult, you will fit right in with our energetic team if you are resourceful, resilient, and kind.

For this exciting career opportunity, you're a great fit if you can...

- Maintain current accounts and develop new accounts for medium-size kWh goals for one or more programs. Responsible for larger, moderate risk, and complex accounts.
- Act as local, on-site program and company representative to customers and contractors; to encourage participation in the program and overcome barriers. Design and deliver proposals.
- Document customer and contractor interactions to adhere to program requirements. Provide input and status updates to program staff
- Troubleshoot technical problems and issues, provide technical advice, guidance and training on installation, adaptation, configuration or enhancement in accordance with client specifications

- Travel throughout a defined territory with a Larger geographic impact or mix of low and high-tier client impact.

In this exciting career opportunity, you will have...

- 5-8 years relevant industry experience
- Bachelor's degree preferred
- Relevant industry certifications could replace work experience

Visa Sponsorship Not Available at this time

Additional Job Description

*** Reasonable accommodations may be made for individuals with disabilities to perform the essential functions of this position.**

Equal Opportunity Employer

As an Equal Opportunity Employer, we are committed to ensuring equal employment opportunities for all job applicants and employees. Employment decisions are based upon job-related reasons regardless of an applicant's race, color, religion, national origin, marital status, age, sex, gender identity, sexual orientation, status as a qualified individual with a disability or protected veteran, or any other protected status.

The above job description and job requirements are not intended to be all inclusive. CLEARResult retains the right to make changes or adjustment to job descriptions and/or job requirements at any time without notice.

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