



ASSOCIATE DIRECTOR OF BUSINESS DEVELOPMENT

If making a difference in the world for both today and tomorrow fuels your personal career goals, then read on...

The only energy council of its kind, the **PROPANE EDUCATION & RESEARCH COUNCIL (PERC)**, a Washington, DC based organization, works with the propane industry, consumers, and partner industries to increase the adoption of propane as a clean, domestic, and affordable energy source.

OT Status: Exempt
Reports to: Senior VP Business Development
Direct Reports: 0
Work Location: National, Flexible

The Associate Director of Business Development leads PERC initiatives to grow propane demand by working directly with companies and business leaders across multiple industries and potential markets for propane. This position requires a unique combination of technical abilities and business development skills. As a liaison between the propane industry and other industries, the associate director is responsible for business development, product development, and market development activities, which includes outreach, communications, education, research, product development, technical integrations, and product commercialization. The Associate Director of Business Development works closely with PERC staff, industry volunteers, contractors, communications partners, product partners, and consultants to accomplish business plans aligned with the council strategy.

Knowledge, Skills, Abilities, and Requirements:

- 5-10 years of directly related experience, preferably in technical sales of fuel technologies
- Understanding of fuel technologies, markets for energy, and energy industries
- Lead business development and market development activities to create new demand for propane
- Helps develop market strategies and executes on those strategies to meet established goals
- Develops plans, goals, objectives, and tactics to grow propane demand
- Develops new relationships and fosters existing relationships to develop new markets for propane
- Leads product development projects for new markets, which includes coordinating internal teams, industry leaders, and external partners
- Serves as a liaison between the propane industry and potential markets, which requires diplomacy, professionalism, and confidentiality
- Serves as a subject matter expert on propane technologies and how those technologies can benefit new markets for propane, including staying updated on market trends, forecasts, and technology advances in multiple markets
- Monitors regulatory issues and federal grant opportunities

Competencies:

- Able to build and grow relationships with internal and external stakeholders
- Understands technical details and how propane technologies will benefit new markets
- Able to sell technical solutions, which requires an understanding of energy technologies, regulatory issues, complex business cases, and technical communications
- Delivers results on schedule and on budget
- Collaboration
- Strong interpersonal, verbal, and written communication skills

Personal Attributes

- Proven leadership ability.
- Exceptionally self-motivated and directed.
- Ability to manage multiple priorities.
- Keen attention to detail.
- Superior analytical, evaluative, and problem-solving abilities.

- Ability to motivate in a team-oriented, collaborative environment.
- Positive attitude with a pleasant demeanor.

Education:

Bachelor's degree. Engineering degree preferred, or commensurate technical experience.

Working Conditions:

Office Work Environment (25%-50%) - Travel (up to 60%)

PERC offers excellent benefits including: competitive salary, two weeks' vacation, 401(k) retirement plan, healthcare (including prescription, eye care, and dental), LTD and life insurance policies.

For confidential consideration, please send resume, cover letter, salary expectations and references by email to Theresa Ryan at jobs5@propane.com. Only candidates who meet the above criteria will be considered.

The Propane Education & Research Council is an equal opportunity employer.