



BUILDING DECARBONIZATION COALITION

BUSINESS DEVELOPMENT MANAGER

Reports to: Director of Strategy & Development

Classification: Full-time, exempt

Location: Remote; can be based anywhere in the U.S.

ABOUT THE BUILDING DECARBONIZATION COALITION

The Building Decarbonization Coalition (BDC) unites building industry stakeholders with energy providers, environmental justice organizations, clean energy advocates, unions and workforce stakeholders, and state and local governments to help electrify homes and businesses.

Through coalition-building, consumer inspiration, and policy analysis, the BDC is pursuing fast, fair action to accelerate the adoption of heat pumps and other building electrification products and services, which will help states cut one of their largest sources of pollution while creating safe, healthy, and affordable communities.

POSITION DESCRIPTION & KEY PRIORITIES

Building decarbonization is gaining momentum across the nation and BDC is seeking to an entrepreneurial Business Development Manager to help cultivate new funding opportunities and manage our sales process. Strong attention to detail, writing, proposal management, and strategic thinking are a must for this role.

ROLE DESCRIPTION

- Manage BDC's funder engagement, proposal, and renewal processes
- Lead the development of proposals and presentations
- Collaborate with internal teams to coordinate the necessary input on proposals
- Manage and mentor a Development Associate
- Research and identify potential customers for BDC
- Plan and facilitate weekly fundraising team meetings
- Gain insights from the program teams to understand their needs.
- Communicate with diverse internal and external stakeholders
- Create and oversee the implementation of funder engagement/account management plans

QUALIFICATIONS

- At least five years of experience with business development, proposal writing, and sales operations in the clean energy industry
- Outstanding writing skills, both for internal and external client audiences
- Experienced in proactively identifying opportunities, crafting winning strategies, positioning an organization to be competitive, and managing the team's involvement in the proposal and closing processes
- Ability to manage and improve the current proposal processes
- Experience cultivating and closing grants from foundations and private donors
- Experience with account management and content marketing
- Experience selling to utilities and government agencies
- Knowledge of building decarbonization policies, market actors, politics, and communications is highly preferred
- Prior experience managing a staff member
- A passion for climate and clean energy work is preferred

WORK ENVIRONMENT, SCHEDULE & TRAVEL

The Business Development Manager will work remotely from their home and can be based anywhere in the United States. Some travel will be required, respective to Covid-related health and safety guidelines.

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made for individuals with disabilities to perform essential functions. This is a full-time salaried position with comprehensive benefits. Typical work hours are Monday through Friday, 8:00 AM to 5:00 PM.

SALARY AND BENEFITS

The salary range for this position is \$100,000 to \$120,000, commensurate with experience, plus a competitive benefits package including health coverage, retirement benefits, flexible paid leave, paid holidays, and access to professional development resources.

COMMITMENT TO EQUAL EMPLOYMENT

The Building Decarbonization Coalition values diversity in all its forms and is committed to an inclusive and transparent recruitment process. We recruit and hire without regard to race, color, national origin, ancestry, sex, gender, sexual orientation, sexual identity, age, religion, creed, disability (actual or perceived), medical condition including genetic characteristics, marital status, domestic partnership status, citizenship, military service, height, weight, HIV/AIDS status, or any other characteristic protected by state or federal law or local ordinance. People of diverse backgrounds are strongly encouraged to apply.

TO APPLY

Email a cover letter and resume to inbox@vamos.llc. One combined PDF file is preferred. Candidate review and phone screens begin immediately and will be conducted throughout the search period.