

Director, Utility Sales Lead

Duration: Full Time Hire

Location: CA, TX, CO, GA, MN, NY

Out of state candidates within the continental US who are willing to travel as necessary will be considered

Motive Power is a dynamic consulting firm specializing in providing innovative solutions to clients in the US Utility industry. We are dedicated to designing and implementing solutions to help clients meet their corporate sustainability and decarb goals. We are seeking a highly motivated and experienced Director, Utility Sales Lead to join our team in California. This role is instrumental in driving our growth, expanding our utility business, and championing our ESG and decarbonization goals.

The Director, Utility Sales Lead is a senior management consultant with a strong track record in selling consulting solutions, building high-performing teams, and successfully delivering client projects within the US Utility industry. The incumbent will be responsible for formulating and executing market sales and delivery strategies, establishing and nurturing client relationships, and assembling proficient teams to support the business's objectives.

Utility Sales Lead responsibilities include and are not limited to:

- ❑ **Sales Strategy:** Set market sales strategy and goals to expand Motive Power's utility business through networking and selling consulting services to both new and existing utility clients.
- ❑ **Business Development:** Actively identify and pursue new business opportunities, crafting compelling proposals aligned with client objectives while leveraging Motive Power's solutions.
- ❑ **Client Engagement:** Lead the delivery of assigned projects, including the development of project plans, project team management, and fostering client relationships.
- ❑ **Risk Management:** Identify and manage project risks and conflicts effectively to ensure successful project outcomes.
- ❑ **Team Development:** Mentor and develop Motive Power team members, fostering a culture of growth and excellence.
- ❑ **Collaboration:** Collaborate with and report to the Motive Power leadership team, providing timely and actionable updates on market development, sales activities, and project delivery.
- ❑ **Contract Negotiation:** Negotiate third-party contracts when necessary and manage the integration of vendor tasks, tracking and reviewing vendor deliverables as needed.

Minimum Requirements

- ❑ Minimum 8 years of experience in management consulting, including selling and delivering solutions within the utility industry.

- ❑ Minimum of 8 years of experience in relevant project management work experience, with at least 3 years in a leadership or managerial role identifying business opportunities and team gaps.
- ❑ Proven success in building business relationships, identifying new opportunities, and crafting compelling proposal documents.
- ❑ Strong verbal and written communication skills, with the ability to collaborate effectively at all levels.
- ❑ Strong interpersonal, influence, and leadership skills.
- ❑ Experience working in a fast-paced, project-centric environment.
- ❑ Strong organizational, critical thinking, and analytical skills.
- ❑ Experience developing, enhancing, and implementing processes and tools.
- ❑ Experience delivering projects with change management or organizational development components.
- ❑ Ability to develop, maintain, and analyze project cost information, including budgets, forecasts, actual cost tracking, and variance reporting.
- ❑ Proficiency in Microsoft Office Suite (Outlook, Word, Excel, PowerPoint, Visio, Project).
- ❑ Bachelor's degree in business, finance, economics, engineering, or a related field.

Preferred Experience, but not required

- PMI certified PMP, or similar certification
- Association of Change Management Professionals (ACMP) Certification
- Microsoft Project certification
- Advanced analytics and data manipulation skills in Power BI
- Advanced analytics and data manipulation skills in MS Excel
- Advanced knowledge of Microsoft Project, or other scheduling software including use of dependencies, cost loading, resource loading, resource leveling

At Motive Power, we are committed to fostering a diverse and inclusive work environment that reflects our dedication to ESG principles. We encourage candidates from all backgrounds to apply.