ACCOUNT MANAGER - ENERGY EFFICIENCY

Posting ID: EM19031572
Company: DNV GL
Position Type: Full-Time
College Major(s): Civil Engineering (CEE), Construction Management (CEM), Mechanical Engineering (ME), Electrical/Computer Engineering (EE/CpE)

Company Website: https://www.dnvgl.com
Work Location: Las Vegas
Salary: DOE
College Level(s): Graduate Student, PhD. Student, Alumni

OVERVIEW

DNV GL is a global quality assurance and risk management company. Driven by our purpose of safeguarding life, property and the environment, we enable our customers to advance the safety and sustainability of their business. We provide classification, technical assurance, software and independent expert advisory services to the maritime, oil & gas, power and renewables industries. We also provide certification, supply chain and data management services to customers across a wide range of industries. Combining technical, digital and operational expertise, risk methodology and in-depth industry knowledge, we empower our customers’ decisions and actions with trust and confidence. We continuously invest in research and collaborative innovation to provide customers and society with operational and technological foresight. With origins stretching back to 1864 and operations in more than 100 countries, our experts are dedicated to helping customers make the world safer, smarter and greener.

DNV GL – Energy North America is seeking an Account Manager - Energy Efficiency to join our PDI group, supporting NV Energy Programs. This person will perform outreach activities to promote energy efficiency and demand response, project energy savings and conduct inspections.

Roles and Responsibilities

- Conduct outreach activities to promote energy efficiency and demand management opportunities
- Review and verify technical merits of business customer energy efficiency applications, including calculation of energy savings and verification of equipment specifications
- Perform customer site inspections to verify the installation of energy efficient and demand reduction equipment at Utility commercial and industrial businesses
- Interact with customers to address questions or concerns about the installed equipment or program information
- Conduct facility walk-throughs to identify energy efficiency and demand reduction opportunities
Develop and conduct program presentations to inform customers of energy service offering
Provide project management support
Enter/track prospects in Lead Database system
Weekly, Monthly and annual reporting

Education and Qualifications
- Bachelor’s Degree required. Preferred Bachelor’s degree in Mechanical, Electrical or Industrial Engineering
- Minimum 3 years of experience in customer service/account management
- Certified Energy Manager (CEM) is preferred
- Intermediate level in MS Word, Excel, PowerPoint and Access is required
- Good understanding of key application specific analytical tools including but not limited to data filtering, sorting and pivot tables
- Must be able to prioritize and work both independently and as part of a team
- Proactively seeks to identify real customer needs and manages customer expectations accordingly
- Excellent communication (both verbal and written), customer service /phone, organization and grammar skills are essential
- The ability to work well under pressure in time-critical situations and be productive and self-motivated.
- Willingness and ability to travel, up to 25% of the time (out of state traveling)
- Reliable transportation required
- Must be able to meet the requirements to drive for company business
- Strong written and verbal English communication skills
- We conduct pre-employment drug and background screening

**Immigration-related benefits (for example, visa sponsorship) are not available for this position**

How to Apply