

Director Core Business Development
New Jersey Natural Gas
Wall, New Jersey

New Jersey Natural Gas (NJNG), a subsidiary of New Jersey Resources is seeking a Director Core Business Development to be responsible for all new construction, conversion, and additional load customer growth and business sales activities within service territory. Provide strategic and tactical leadership within the Business Unit to increase market penetration and cost effectiveness of the new business customer growth program. Ensure staffing and resource availability to assist Company's low carbon resource initiatives and pathways.

Major Responsibilities:

- Implement marketing plans and strategies to maximize market penetration.
- Maximize strategic alliances with builders, developers and realtors.
- Strategically implement new sales programs to improve profitability.
- Measurably increase customer growth within residential and commercial markets.
- Research, development and sales of new and emerging products and technology.
- Promote combined heat and power technology to the commercial and industrial market sectors.
- Promote natural gas vehicle technology to commercial and industrial customers.
- Manage applicable O&M budgets.
- Provide market intelligence to assist development of the new business growth plan and forecasts.
- Act as liaison with various departments and committees presenting the department's needs and interests in the development and maintenance of programs, systems and procedures. Maintain a close working relationship with department managers and the management of other departments that interface with Marketing Services to ensure that the interests of both the customer and the Company are properly represented.
- Understand shifting market dynamics relative to clean energy goals and make adjustments to marketing strategies as needed.
- Encourage customer satisfaction in all aspects of performance and performance of team members. Assures that services and service levels provided meet customer, contractor and builders needs and expectations through various monitoring and survey programs. Engage employees and vendors involved in work processes to assure continuous improvement of these processes to speed customer service and satisfaction yet balance cost of services.
- Develop and maintain preventive analysis procedures and prepares recommendations for improvement.
- Demonstrate a commitment to performance objectives for the business unit in conjunction with the Company's Commitment to Stakeholders, and in line with other business unit goals. Effectively manage staff levels and meet performance goals.
- Identify and execute on strategies to ensure contractors understand the value proposition and are actively promoting gas conversions.

Position Requirements:

- Bachelor's degree in sales, marketing or business
- 10+ years of progressively responsible related experience including 5 or more years prior marketing and sales management experience
- Utility experience preferred
- Strong strategic leadership, project management, motivation, interpersonal, critical thinking and communication skills
- Proven ability to manage goals and staff
- Proficient in all Microsoft Office applications
- May include occasional travel to industry conferences as well as some evening/weekend work for events and/or customer needs

* The above job description is reflective of the primary duties of this position and in no way limits the supervisor from assigning any other duties, responsibilities or initiatives as deemed necessary.

New Jersey Resources is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, age, gender identity and/or expression, national origin, disability, veteran, or other protected status.

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