

Marketing & Account Services Specialist

Iroquois Pipeline Operating Company, a leading interstate natural gas pipeline company providing transportation services to meet the changing needs of customers in the Northeast region of the U.S. seeks to fill a position in our Marketing, Development & Commercial Operations Department.

In this role, you will be responsible for engaging with prospective, new, and existing customers requesting natural gas transportation services on behalf of the company. Your work will require close integration with key internal stakeholders including but not limited to legal, financial services and senior management along with external stakeholders to effectively set goals and plan of actions that follow business processes. With guidance you will develop an understanding of the types of customers, creditworthiness requirements, services, rate schedules and structured deals to manage and grow existing relationships, with a focus on revenue retention. Additionally, you will become a member of a continuous improvement-focused team to facilitate efficient departmental workflow processes. Duties may include assisting with the budgeting process, planning and execution of customer meetings or additional duties as assigned. Travel to customer locations and offsite meeting host venues.

Bachelor's degree or equivalent combination of education and experience is required.

Excellent communication skills and interpersonal skills.

Highly organized, the ability to pay attention to details and processed oriented.

Strong organizational, problem-solving aptitude, and time-management/critical thinking skills are essential.

Strong team leadership, customer service, and analytical skills.

Proficiency in Microsoft Suite-Excel, Word, Power Point & Outlook

Willingness to travel overnight for customer meetings, conferences, etc.

Website Design for meetings a plus.

Our facility is located in an attractive campus like corporate setting with easy access to the highway, plenty of parking and lots of amenities: on-site fitness facility, walking paths, several cafes' and much more. As a valuable member of our team, we offer a professional, friendly work environment where individuals are appreciated for their contributions.

All positions require pre-employment background verification and drug & alcohol screening. Iroquois is committed to being a safe and drug-free workplace. We appreciate your cooperation in keeping Iroquois safe and drug-free.

Iroquois is an Equal Employment Opportunity/Affirmative Action employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, national origin, protected veteran status, disability status, sexual orientation, gender identity or expression, marital status, genetic information, or any other characteristic protected by law.

To apply: www.iroquois.com