



Job Posting

Position Title: Senior Business Development Associate	Reports to: Manager, Residential Services
Company: Unitil Service Corp. / Portland DOC	Department: Customer Energy Solutions

Our Company

More than a utility company, Unitil provides energy for life.

Our work helps keep homes comfortable, businesses thriving and communities connected. Unitil is an investor-owned public utility proudly serving Maine, Massachusetts and New Hampshire. We are dedicated to delivering energy to our customers safely and reliably.

Unitil is committed to creating an inclusive environment that welcomes and values the differences among all of our employees, customers, suppliers and the communities in which we live and conduct business. The continued success of Unitil is enhanced through initiatives that promote diversity and value our employees.

Take advantage of a comprehensive benefits package.

Unitil offers competitive salaries, a consumer-driven health plan, dental and vision coverage, flexible work, company-paid holidays, a, robust, highly competitive retirement plan and educational assistance.

***Note: Benefit offerings may differ between union and non-union employee groups.**

Position Purpose

Retain, secure, and grow retail revenues by creating and exploiting opportunities to market natural gas and the Company's other energy related products and services within assigned market sectors. The senior sales associate will work cooperatively with other members of the Customer Energy Solutions team to grow existing customer base, convert new customers and meet/exceed sales goals, and they must deliver an exceptional customer experience to Unitil customers and stakeholders.

Qualifications

Bachelor's Degree or equivalent experience in Marketing or business related field with 2-4 years sales/telemarketing experience required.

- Excellent verbal, written and telephone skills supported by strong interpersonal skills and ability to work within a team structure.
- Solid problem solving and organization, multitasking, and time management skills
- Ability to learn and retain product specific information as it pertains to the position.
- Highly motivated and results oriented
- Computer skills including experience with MS Office (Outlook, Excel, Word, PowerPoint) and CRM tool, i.e. Salesforce

Unitil is committed to creating an inclusive environment that welcomes and values the differences among all of our employees, customers, suppliers and the communities in which we live and conduct business. The continued success of Unitil is enhanced through initiatives that promote diversity.

Unitil is an Affirmative Action/Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected veteran status, age, or any other characteristic protected by law.

To apply for this position, visit <https://unitil.com/careers>