



Job Posting: Market Development Lead / Building Energy Engineer – Metro Chicago

Are you passionate about helping owners of commercial and industrial buildings enhance the efficiency and effectiveness of their portfolios? Do you run your book of business like an entrepreneur – pursuing the right opportunities proactively, relentlessly, and with self-discipline? Have you established a reputation for customer focus, outstanding technical expertise, and transparent communication style? If so, keep reading!

As the regional lead for a growing Denver-based firm, you will build on our emerging retro-commissioning (RCx) and monitoring-based commissioning (MBCx) portfolio in the metro Chicago area. You will combine our existing assets with your own qualifications, expertise, and contacts to develop a strong book of business.

Your intellectual curiosity, resourcefulness, and pride in your work will shine in the way that you approach your client relationships. Your ability to learn quickly, to ask the right questions, and to deliver on your commitments directly affects our collective success. You excel at and enjoy delivering high quality work products that address the client's goals and expectations.

Keys to Success for This Position

You will join our sales team of experienced and engaged staff who trust each other to do their jobs well. Our remote team highly values efficiency in the way we develop and deliver our work, driving independently when it uses resources more effectively and collaborating when it adds value.

The success of this mostly self-directed role relies heavily on the motivation, ownership, and focus that you demonstrate every day. Here are a few key points that will position you for success in this role:

- You bring your own network of potential clients or a demonstrated ability to grow that network quickly.
- You know how to nurture relationships to create a trusted advisor relationship with clients.
- You have a history of meeting or exceeding **quantitative performance targets**. Ideally, this would include a history of meeting or exceeding **sales** targets, especially those related to new account development and growth.
- You thrive in an environment with few company-established processes.
- If you prefer the seller-doer model, you have the technical chops to deliver or support delivery of services in RCx and MBCx/EMIS in commercial, industrial, and institutional buildings in the public and/or private sector(s).



Your background looks something like this:

- 5-15 years of work experience in construction, engineering, and/or sustainability of the built environment; background in professional services is a plus;
- Strong written and verbal communication skills;
- A relevant bachelors or masters degree, such as engineering, science, or business;
- Preferred: Professional engineering license and professional energy certification by accredited rating agency (CEM, BEMP, BCxP, BEAP, CxA, CCP, etc.);
- Willingness to travel throughout the Chicago metro area almost daily to engage clients
- Strong skills in MS Office and other software as relevant to project delivery (e.g. Bluebeam, Energy Plus, and others)

We value teammates who are committed to the Iconergy team and adaptable to potential shifts in the specifics of their role. Our positions are similar to those at other growing firms: they are functions of the marketplace and, therefore, dynamic. We have described the position as it is forecasted today. We are constantly evolving our services and also addressing client requests that may change the description in a number of ways over time.

About Iconergy

Iconergy is a growing energy engineering, design-build, and sustainability firm with offices in Denver, Boulder, and the Chicago area. We are a team of experienced energy engineering and design-build professionals who come together to enhance the effectiveness and efficiency of the built environment

Iconergy's diverse portfolio includes laboratories, health care facilities, K-12 schools, industrial plants, and higher education facilities, among others. Our work includes improving, designing, and constructing complex and specialized systems and facilities that will serve their communities for decades.

Location and Benefits

This position can be located in nearly any part of the Chicago metro area. Initially, the successful candidate may work out of a nearby co-working space of their choice or, if they prefer, their home. As revenue growth supports alternate arrangements, an office will be located in an area that attracts the high-quality talent needed to deliver on Iconergy's commitments to our clients.

Employment benefits at Iconergy include monthly gym membership reimbursement, 401(k), medical/dental/vision insurance, paid time off, short- and long-term disability insurance, and performance incentives, among others.



To Apply

Please send an email to careers@iconergyCO.com with the position title as the subject line and include the following documents:

Resume and Cover Letter – Help us understand why you are the right fit for our team. Tell a story, highlight your most applicable skills, do whatever you think will capture the essence of what you will bring to the table.

Responses to 3 questions – Please provide a brief (<150-word) response to each of the following questions:

- What interests you about Iconergy?
- Which aspects of sales and business development do you enjoy the most?
- How do you view the role of project delivery in the business development process?

We are looking to complete this process quickly so please respond today. An ideal start date would be in January, though we are willing to wait longer for the right candidate.

Iconergy is an equal opportunity employer. We encourage applications from all demographics and especially those that are traditionally under-represented in engineering and construction.