



ACCOUNT MANAGER NEEDED FOR INNOVATIVE ENERGY MANAGEMENT CONSULTANCY

Who is 360 Energy?

Do you want to work for a small and dynamic company, directly helping organizations find savings and reduce carbon emissions? Do you take pride in delivering high quality experience for clients? Do you enjoy continual learning and proactively seek ways to improve? Are you undaunted by trying things you've never done before? If so, this is the job for you.

360 Energy is a boutique energy consulting firm in Ancaster, Ontario. For over 20 years we have promoted a multi-disciplinary approach to managing energy; one that engages a diversity of people and ensures savings are sustained over time by embedding energy management into organizational culture. We are not a traditional project-based consultancy. We integrate energy procurement with market analysis, turn energy data into information, and combine energy efficiency strategies with organizational change management. We engage our client companies to develop energy literacy that enables them to sustain continual improvement over time in multiple areas that impact energy usage and costs.

What's the role?

360 Energy is growing and building our account management team. The account manager is 360 Energy's direct link to our customers. You will be directly responsible for a portfolio of clients and be their initial "go-to" for any questions or requirements; and will provide account management support to others on the 360 Energy team on an ad-hoc basis. To serve clients well you must:

- understand each client's unique needs and goals
- build an understanding of the client's organization, its reporting and decision-making structures, and develop working relationships with multiple contacts within the organization
- understand the principles of good energy management, the variety of services 360 Energy delivers, and how those elements are all connected
- build an understanding of energy management throughout the client's team
- provide timely information to support clients in energy decision-making
- lead tasks on behalf of the client which include reporting on energy use, facilitating competitive procurement-related tasks, track usage and savings over time, and support development of energy budgets
- develop and deliver periodic (e.g. quarterly) reports and program updates to each client

As a small and growing business, all members of the 360 Energy team will take on new assignments to support the company and its clients on an as-needed basis. You will have specific core responsibilities, but will not be limited to a narrow scope of work. You will be exposed to the full spectrum of services we offer, and have continual opportunities to learn and improve.

Are you the right person for us?

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The ideal candidate for this account manager position:

- Is personable and generally has a good rapport with people
- Is an independent self-starter with the ability to work independently and in a team environment
- Has a strong work-ethic and commitment to customer service
- Has exemplary communication skills in English, both verbal and written and is comfortable making phone calls to clients, suppliers, utilities, credit agencies and others
- Is highly organized, has a strong attention to detail and ability to manage time including ability to manage multiple separate tasks/requirements each day
- Is generally comfortable working with numbers and numeric logic
- Is proficient in use of MS Excel (use of formulas, formatting tools, linking between multiple worksheets and spreadsheets) and comfortable with other software in the standard MS Office suite (Word, Power Point, Outlook)
- Is familiar with social media tools including Twitter and Linked-In
- Has completed post-secondary education in business management, environmental studies, engineering or a similar field; or has work experience judged to be equivalent

Many aspects of this position will be learned on-the-job/through internal training. Nonetheless, it is considered a strong asset if a candidate demonstrates experience or knowledge in energy management topics, including but not limited to some or all of the following:

- Energy billing data (knowledgeable of the terms found on energy bills; billing structures in Ontario)
- Energy usage data (demand, consumption, interval, base load, load profile, etc.)
- Energy markets
- Calculation of energy and/or carbon baseline
- Operationally-focused methods of energy conservation
- Technical/equipment-focused methods of energy conservation
- Renewable energy technologies and energy storage technologies
- Organizational change management

Interested applicants should send a cover letter and resume telling us why you are the best fit for our new account manager. The cover letter should note the name of 360 Energy's President & CEO. Please send applications to resumes@360energy.net. Applications will be reviewed as accepted. We will continue recruiting until we find the right fit.