



Business Development Manager

People have been talking about a better energy future for a long time. **Peak Power** is building it TODAY.

We are unleashing the power of machine learning, big data and AI on the building and electricity sectors, tackling the most difficult problems in energy markets and the built environment. We've done this by developing a proprietary software that predicts the most expensive hours of peak demand for utilities, distributed energy resource (DER) investors and building owners. Our software then optimizes the operation of DERs like battery energy storage, solar PV and electric vehicles for the benefit of building and vehicle owners, T&D utilities and the electric grid.

We are proudly headquartered in Toronto, Ontario, with US offices located in New York and Boston.
www.peakpowerenergy.com

Peak's offerings include:

- Real-Time Energy Management software – "Building Insights Platform"
- Battery Energy Storage System software – "Synergy™ Electric Asset Platform"
- Vehicle-to-Grid and Energy Markets Platform – "Transactive Energy"

Why work with us?

Grid edge innovation, entrepreneurial spirit, market-transforming technology, a track record of market-leading performance, a great opportunity to learn and grow your career in a fast-paced, casual and fun environment, are just a few good reasons!

We are focussed on solving problems that impact energy markets both locally and around the world. We are an exciting, growth-stage, Cleantech/PropTech company that has partnered with major names in the real estate, industry, utility and the Smart Cities space. At this stage, we are actively expanding to key growth markets and are looking for people with diverse backgrounds, skills, perspectives, relationships and abilities, to join us in our growth journey toward our mutual success.

Peak Power is not just an exciting company; we are on the cutting edge of the global transition to electrification and a distributed, clean and carbon-free energy system.

Peak Power, Inc.

TORONTO: 214 King St. W., Suite 210, Toronto, ON M5H 3S6

NEW YORK: 335 Madison Ave., 4th Floor, New York, NY 10017

BOSTON: 444 Somerville Ave., Somerville, MA 02143

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What you'll be doing:

Peak Power is growing our Business Development team. As a Business Development Manager, you will be a "generalist" who sells all of the company's offerings. Your activities will include:

- Direct Sales and Market Development activities to exceed agreed-upon sales goals
- Account Management of portfolio customers
- Development of key Channel Partners and management of these relationships
- Hunting for new sales opportunities and driving the sales process to executed contract
- Interface with cross-functional teams (Energy Markets, Engineering, Project Management, Commercial); work in a strong team atmosphere
- Actively use our CRM to help drive the business forward
- Attend trade shows and be an active participant in regional trade organizations
- Volunteer, network, speaking engagements
- Continuous learning
- Working hard and having fun!

The ideal candidate would bring:

- A college degree in a scientific discipline is preferred
- A background in business development with an outgoing, friendly and "trusted advisor" personality
- Experience in the energy sector, especially with distributed energy and/or demand management
- A clear history of success taking ownership of your sales region, meeting sales goals and creating delighted, repeat customers
- Ability to think strategically and creatively to solve customer problems with innovative solutions
- Strong work ethic and organizational skills
- Experience successfully using a CRM (Hubspot, Salesforce or other) preferred
- Relationships with the types of customers who are good targets for Peak Power's offerings, including: Commercial Real Estate, Industrials, Utilities, DER Project Developers/Investors, Energy Consultants
- A strong desire to "win"; a resilient personality; a team player

Peak Power is an equal opportunity employer. We welcome people of different backgrounds, experiences, abilities, and perspectives. Accommodations are available on request for candidates taking part in all aspects of the selection process. Please forward your letter of interest/resume to: mark@peakpowerenergy.com and [cc careers@peakpowerenergy.com](mailto:careers@peakpowerenergy.com)

BDM Position Locations:

- New York City
- Boston
- California

Status:

Salaried – Exempt

Job Type:

Full Time

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