



[To apply for this role, please send your resume to careers@myheat.ca. We look forward to hearing from you, and we thank all applicants for their interest.]

Director of Business Development

Status	Full Time
Location	Remote, US
Salary & Benefits	Competitive
Start Date	September 2021

The role

MyHEAT is seeking a Director of Business Development to lead sales and reach important revenue milestones. The ideal candidate has a strong professional network and track record of sales of energy efficiency software platforms to utilities and implementers in the U.S. This person is motivated by the opportunity to play a critical role in accelerating the growth of a clean tech startup in the energy software space.

In detail

In this role, you'll have the opportunity to work in an environment that promotes autonomy, mastery and purpose and the space to play a critical role in accelerating the growth of a cleantech startup. MyHEAT is committed to making remote work possible from the U.S with the ability to visit HQ in Calgary, Canada.

Your ideas will be heard and your impact will be easily visible, and you will be trusted to make decisions you think are best, though you will always have support in evaluating these decisions.

You will lead the direction of MyHEAT's sales by building, maintaining and creating new relationships with customers, market partners, other stakeholders, and performing other tasks as required.

You will plan and organize the sales strategy, manage and deliver sales presentations, manage customer commitment documentation and actively research opportunities to speak at conferences, events, on panels etc. When it is safe to do so, you will have the opportunity to attend conferences in person with some travel involved.



You will work closely with MyHEAT's Director of Growth to understand and implement new technologies, sales processes and tools to support growth and achieve business goals.

After 30 days, you will ideally:

- Have a firm understanding of MyHEAT's ideal prospect profile
- Be confident delivering MyHEAT's sales story
- Have spent time getting to know the members of MyHEAT's broader team

3 months:

- Have contacted several prospects and have a list of additional prospects identified to contact
- Have planned/designed a method to monitor, analyze and evaluate sales performance against goals
- Have the ability to make recommendations to improve sales program design

12 months+:

- Have begun collaborating with program teams and product teams to discover and recommend upsell or retention opportunities
- Be continually improving your industry knowledge by staying up to date with research and trends
- Have built a strong pipeline throughout the sales funnel and have at least one deal closed/close to closing
- Have identified and begun to improve any gaps in the sales process

Required qualifications:

- Bachelor's Degree in Business or related field with 5 years of relevant work experience
- Proven sales experience in the energy efficiency domain
- Experience in sales cycle from prospecting, nurturing, negotiation and closing, including deal documentation skills
- Experience building both inbound and outbound sales strategies
- 3+ years experience building customer relationships with a strong network of utility and energy efficiency contacts
- Strong communications, presentation/public speaking, sales and writing skills



- Strong interpersonal skills and have the ability to drive results through collaboration with internal teams and stakeholders
- Literacy with software and tools such as Microsoft Office, GSuite, CRM platforms, and Project Management

Preferred qualifications

- Experience with utility SaaS platforms and programs such as OPower, Bidgely, Uplight, Enervee etc
- Experience with identifying and evaluating RFPs and constructing responses where appropriate
- Knowledge of utility energy pricing and tariff structure
- Experience in energy efficiency and demand-side management technologies and measures
- 5+ years experience building customer relationships with a strong network of utility and energy efficiency contacts

Why work with us:

- Competitive salary
- 4 weeks vacation
- A 4-day work-week – that’s 52 long weekends a year
- Flexible, trust-based work culture
- Open and transparent management structure – collaboration is how we make decisions happen
- A strong balance between meetings and collaboration time with personal focus time

Diversity, Equity and Inclusion

If you don't meet all criteria listed but you're excited by the role and you think you're a great fit, please go ahead and apply. You might just be what we're looking for!

MyHEAT believes that the ability of a team to solve problems is greatly improved by the diversity of thought within the group, and provides supportive and inclusive environments to foster psychological safety where our colleagues can succeed.



MyHEAT provides equal employment opportunities to all, including women, Indigenous peoples, people with disabilities and people of visible minorities.

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