



## ICAST Job Opportunity

### Position Title: Business Development Executive

**Reports to:** Director of Programs

**Compensation:** Base plus commission, possible to make six figures in second year.

**Company Description:** ICAST (International Center for Appropriate and Sustainable Technology) is a 501(c)(3) nonprofit social enterprise with a history of designing and launching programs to meaningfully impact communities and provide sustainable resource solutions.

**Position Overview:** Primary functions of this position include developing relationships with bankers, CPAs, attorneys, insurance agents, etc., to obtain referrals for multifamily housing owners to contract ICAST retrofit and consulting services. Business Development Executive will also cooperate with the ICAST operations team to manage customer relations and update the ICAST contact management system.

**Responsibilities will include, but are not limited to:**

- Network with professionals involved in or connected to the multifamily housing industry to obtain referrals
- Working with operations team to perform energy audits and develop Scopes of Work for green upgrades to multifamily properties
- Regularly report on team and individual results: pipeline, conversion rates, and weekly and monthly performance.
- Closing contracts with new and existing customers
- Follow-up with clients to resolve pending requests for data

**Requirements:**

- 3-5 years of experience with inside or outside sales and 3-5 years of experience in at least one of the following areas: (1) construction sales, (3) multifamily housing, (3) energy efficiency
- Knowledge of Salesforce CRM
- Excellent interpersonal and verbal communications skills

**Preferred Qualifications:**

- Knowledge of utility rebate programs and incentives
- Demonstrated commitment to sustainability and affordable housing
- Knowledge of off balance sheet financing options such as PACE or EPC

Please email a cover letter and resume to [positions@icastusa.org](mailto:positions@icastusa.org) with the position you are applying for in the subject line.