



ICAST Job Opportunity
Position Title: Sales Person
Location: Denver or Albuquerque

Areas of Expertise: B2B sales in multifamily industry or HVAC sales

Skill Level: Intermediate to advanced

Company Description:

ICAST (International Center for Appropriate & Sustainable Technology) is a national non-profit organization working to address affordable housing, climate change and community development issues using clean, energy solutions. ICAST is focused on upgrading the efficiency of multifamily affordable housing.

Position Overview:

Primary functions of this position include developing relationships with multifamily property owners, property managers and their service providers such as realtors, architects, bankers, CPAs, attorneys, insurance agents, etc. Primary goal is to contract with the MF owners/managers for ICAST green retrofit services to install energy efficient equipment in the MF property and/or perform rehab on the property as a GC. This position will also conduct site visits to collect data on current state and use of multifamily properties. All sales activity will be recorded in Salesforce.

Responsibilities will include, but are not limited to:

- Network with owners and managers of MF properties
- Network with professionals involved in or connected to the multifamily housing industry to obtain referrals to owners/managers
- Conduct site visits to collect data and help ICAST engineers develop Scopes of Work for green upgrades to multifamily properties
- Enter all activities into Salesforce
- Close contracts with new and existing MF customers for retrofits to their MF properties and for consulting services for their property
- Follow-up with clients to resolve pending issues including requests for data

Requirements:

- Experience selling into the multifamily market
- 3-5 years of minimum experience with outside B2B sales
- Knowledge of construction sales and HVAC or Lighting
- Excellent interpersonal and verbal communications skills

Preferred Qualifications:

- Familiar with Salesforce CRM
- 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
- Communication with end users and teams on outcomes of work

To Apply:

Please email a cover letter and resume to positions@icastusa.org with the position you are applying for in the subject line.