

The following Career Opportunity is currently available within Chesapeake Utilities Corporation.

Position: Business Development Manager / Manager, Originations

Location: Pittsburgh, PA

Responsible for exhibiting Chesapeake Utilities Corporation's Mission, Vision and Values, regarding external customers, agencies, vendors, internal departments and co-workers. The position's primary accountability is to grow the Peninsula Energy Services Company (PESCO Energy) commercial and industrial retail business. The successful candidate will have both the capability and the interest in selling directly to commercial and industrial customers as well as developing consultant and independent rep sales channels through which PESCO's services can be placed into the retail market. The position must have a full understanding of all the Interstate pipeline and LDC utility tariffs that serve PESCO and these tariff's implications on PESCO's business.

Primary duties and responsibilities include:

- Build and manage sales channels of select third-party consultants and sales agents to be used as channel partners in PESCO's retail channel development market initiatives.
- Identify businesses that would have an interest in using PESCO as their marketer
- Develop analyses that project which potential clients would be the most beneficial for PESCO to approach
- Create marketing plans to approach these customers and ask for their business
- Approach the businesses, sell PESCO as a marketer, and grow the business.
- Use Salesforce to track a customer sales funnel.
- Responsible to do ad hoc analyses regarding customers and pipeline activities.

Requires.....a total commitment to Chesapeake Utilities Corporation's Mission, Vision and Values and:

- Sales and Marketing skills
- Analytical skills to develop modeling spreadsheets
- Knowledge of gas supply procedures and processes
- An understanding of pipeline operations
- Ability to understand and apply the requirements of multiple utility tariffs
- Strong communication skills both written and oral are highly desired

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, marital status, citizenship status, genetic information, disability, or because he or she is a protected veteran. In addition to federal law requirements, Chesapeake complies with applicable state and local laws governing nondiscrimination in employment in every location in which the Company does business.

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