



Job Title	Sales Manager for Energy Efficiency Training
PVN ID	CC-1807-002606
Category	Instruction and Social Service
Location	The CITY COLLEGE of NEW YORK
Department	
Status	Full Time
Salary	Depends on qualifications
Hour(s) a Week	35
Closing Date	Sep 17, 2018 (Or Until Filled)

General Description

LOCATION: CUNY Building Performance Lab, CCNY, Marshak Building, 160 Convent Avenue

STATUS: Part time / Full time

SALARY: Commensurate with abilities

General Description

The mission of the CUNY Building Performance Lab (BPL) is to advance high-performance building operations and practices in existing buildings with a focus on NYC buildings. BPL is part of CUNY's interdisciplinary Institute for Urban Systems. BPL staff carry out building systems research and development, including measurement and verification of building system retrofits and provides continuing education programs for facility managers, building operators and energy professionals. An important part of the mission is to encourage CUNY students to enter the sustainable buildings field and to prepare them for such a career through paid internships.

No-cost / low-cost improvements to building operations has been shown to reduce total building energy consumption by 5-25%; thus BPL's activities are well-aligned with New York City's ambitious goals to reduce Greenhouse Gas emissions.

The Sales Manager will work closely with the program assistants and will lead the sales and promotion of CUNY BPL's NYC Building Operator Training – which teaches energy efficiency practices to a diverse group of clients including property managers, superintendents, porters, and handy persons. This job entails cold prospecting and building relationships with a variety of institutions and property management companies to recruit their staff for the NYC Building Operator Training. It is likely that this role will expand into promoting other trainings that are currently in development.

Other Duties

Other Duties:

- Report to the Director of Training and specific training program managers.
- Assist Director of Communications in launching marketing campaigns.

Qualifications

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Minimum Requirements for the position:

- Excellent verbal and written communications skills;
- Two+ years sales experience with demonstrated ability to meet or exceed quotas;
- Networking skills;
- Strong Microsoft Office skills, especially Excel and Power Point.
- Bachelor's Degree in marketing and/or business, facilities management, or sustainability.

Preferred Qualifications:

- Experience with trainings in building operations;
- Master's degree in related field;
- Facilities/Energy Management certification.

Closing Date: Open until filled

