

## Director of Business Development

### Description

Director of Business Development Boulder, Colorado OR Remote within U.S. for well qualified candidates About Ascend Ascend Analytics is an innovative climate technology software and consulting company focused on energy analytics to support an increasingly complex power grid. The company's products enhance critical power supply decisions for an array of key energy market stakeholders, from short-term operating strategies to long-term investment and resource planning. Ascend recently announced a strategic growth investment from prominent software and climate technology investors Rubicon Technology Partners, a private equity firm which is focused on investing in and growing software companies, Galvanize Climate Solutions, which invests in companies and solutions advancing the energy transition, and Silversmith Capital Partners, a technology-focused growth equity firm. Read more about how the investment will accelerate Ascend's product innovation [here](#). To learn more about Ascend, please visit us at [www.ascendanalytics.com](http://www.ascendanalytics.com). Your Impact at Ascend Analytics We are looking for a Director of Business Development who is passionate about clean energy and an aspiring leader in business development for the electric energy industry. As Director of Business Development at Ascend, you will drive sales and business development activities, interacting with Software Services and Consulting to promote the accomplishments and value-added unique capabilities of Ascend software relative to the competition. Job Responsibilities

- Manage campaigns to reach prospective clients including electric utilities, community choice aggregators, financial firms, regulators, and independent power producers
- Negotiate and successfully close contracts for Ascend's Portfolio Risk Management & Resource Planning SaaS platform and Market Intelligence Services
- Manage sales funnel through forecasting, account resource allocation, account strategy, and planning
- Develop and maintain key customer relationships through internal CRM platforms
- Develop presentation materials and proposals clearly articulating Ascend's unique value proposition
- Effectively communicate relative advantages of our modeling platform to capture the energy transition
- Manage presentations of analytic software solutions to support valuation, power supply planning, and operations in a highly proficient and professional manner
- Work with business leads for Ascend's Portfolio Risk Management & Planning offerings to maximize opportunities to speak to prospects and perform product demonstrations
- Find RFPs, manage response process, including proposal writing, and coordinate activities

Required Qualifications

- 5+ years of business development and/or sales experience with a strong record of success, preferably in the energy or finance industry
- Bachelor's degree or higher
- Ability to identify, prospect, and contact high-level decision makers in large energy companies and to cultivate those relationships
- Ability to coordinate and collaborate with business leads to maximize growth potential
- Excellent oral and written communication skills and ability to interpret complex analytic solutions into value propositions
- Ability to develop collateral materials that concisely translate the distinguishing factors of our services
- Ability to prioritize and act independently within a rapidly growing, dynamic organization
- Professional presentation; positive "can do" attitude; passion for clean energy market transformation

Preferred Qualifications

- Proven business development experience in the area of renewables and energy storage
- Strong academic performance and demonstrated interest in STEM-related studies
- Knowledge of Salesforce or other related systems
- Advanced degree; MBA a plus

Compensation: \$150,000 - \$350,000 (range reflects on-target total earnings) Negotiable based on qualifications and experience. Ascend

### Hiring organization

Ascend Analytics

### Job Location

Boulder, Colorado, United States

### Base Salary

\$ 60000 - \$ 90000

### Date posted

June 2, 2024

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highly values our employees and often pays above industry average. We offer flexible work hours in a relaxed environment with opportunities for advancement and excellent benefits, including medical, dental, vision, short- and long-term disability, parental leave, dependent care spending account, and a 401k plan. We celebrate diversity and are committed to creating an inclusive environment for all employees. Ascend Analytics is proud to be an Equal Employment Opportunity employer. We do not discriminate based upon race, religion, color, national origin, sex (including pregnancy, childbirth or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected veteran, status as an individual with a disability, genetic information or other applicable legally protected characteristics. Ascend Analytics is committed to providing reasonable accommodations for qualified individuals with disabilities and disabled veterans in our job application procedures. If you need assistance or an accommodation due to a disability, please contact us at [recruiting@ascendanalytics.com](mailto:recruiting@ascendanalytics.com) Please mention the word **\*\*SUBLIME\*\*** and tag `RMzQuMTQ1LjE1My4xMjA=` when applying to show you read the job post completely (`#RMzQuMTQ1LjE1My4xMjA=`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## **Contacts**

Job listing via [RemoteOK.com](https://www.remoteok.com)