



Account Manager

CONTACT

Please email cover letter and resume to careers@srectrade.com, with the Subject Line: Account Manager.

ABOUT US

SRECTrade is one of the largest Solar Renewable Energy Credit (SREC) transaction and management firms in the industry with over 40,000 assets under management. The company facilitates the brokerage of spot and forward contract SREC transactions in the over-the-counter markets. SRECTrade's online platform allows buyers and sellers to seamlessly execute transactions across multiple SREC markets supported by efficient and effective technology solutions.

SRECTrade's clients cover all market participants including competitive electricity suppliers, utilities, project developers, PPA providers, leasing companies, installation firms, and individual commercial and residential system owners.

The software developed by SRECTrade is used by solar owners to track their SREC generation and issuance, manage and execute transactions, and enroll facilities with state regulators.

Since 2008, SRECTrade has been one of the leading sources for information regarding SREC price trends and legislative updates, bringing a wealth of knowledge and transparency to some of the fastest growing state markets in the solar industry.

SRECTrade is headquartered in San Francisco, CA.

ABOUT THE POSITION

With over 40,000 assets using our services to register, track, and sell the SRECs produced by their solar facilities, premium client support and efficient operations are crucial to our business. In this role you will be responsible for overseeing and growing our base of channel partner installation companies, particularly in the Illinois Adjustable Block Program (ABP).

The ABP has generated 2+ GW of solar development interest in Illinois since its launch in January 2019. The program features capacity-based blocks set at pre-determined prices for 15-year SREC contracts. We are looking for someone with the skills to effectively manage our portfolio of channel partners, as well as the ability to help improve our service offering to these partners.

Responsibilities:

- Help manage 60+ ABP channel partners
 - Provide account support to partners via phone and email
 - Monitor trends and identify partner issues to improve service and product offering
 - Develop relationships with partners by attending trade shows, events, and office visits
 - Oversee partner email communications and marketing as required
- Establish new partner and commercial solar asset owner relationships and grow existing accounts
 - Manage sales lead generation, new partner, and commercial asset owner acquisition efforts
 - Improve operational and reporting aspects of the sales process
- Work with brokerage team to grow transaction and management services business
 - Assist brokerage desk with on-boarding and set up of new commercial clients for SRECTrade management services
 - Work with newly on-boarded commercial clients to create new transaction opportunities to refer to brokerage team for execution



Requirements:

- 1-2 years of experience in business development or account management role
- Excellent communication skills, friendly demeanor and a welcome presence with clients
- Ability to work with team members across multiple business units
- Ability to understand and solve complex operational issues
- Self-starter, strong sense of accountability, and determined to succeed both individually and within a team
- Can do attitude. Happy to roll up your sleeves and get the job done. Willing to wear multiple hats if needed
- Proficiency with Microsoft Office (Excel, Word, and PowerPoint) and Salesforce are huge pluses

Location:

- Remote position in Chicago, IL. Open to other urban Illinois locations
- Position will require in-state travel approximately 10-25% of time

Compensation:

- Competitive salary, 401k, health, dental, and vision benefits

Perks:

- Flexible vacation policy
- Team lunch once per week
- Company outings (happy hours, baseball games, holiday parties, annual ski trip)
- Stand-up / sit-down desks

WHY YOU SHOULD JOIN US

SRECTrade launched with the mission of bringing efficiency and transparency to the SREC markets. Our services help facilitate the financial return solar system owners need to make developing and deploying clean energy possible. We are looking for a candidate who can fit into our flexible, hard-working culture where we are motivated by a love for what we do, a sense of responsibility for doing it well, and a feeling of ownership for our contribution to the success of the business and industry.

SRECTrade is committed to providing equal employment opportunities to all applicants and employees without regard to race, color, religion, sex, pregnancy (including childbirth, lactation and related medical conditions), national origin, age, physical and mental disability, marital status, sexual orientation, gender identity, gender expression, genetic information (including characteristics and testing), military and veteran status, and any other characteristic protected by applicable law. The Company believes that diversity and inclusion is critical to our success as a company, and we seek to recruit, develop and retain the most talented people from a diverse candidate pool.

SRECTrade participates in the federal E-Verify program and confirms employment authorization of all newly hired employees through an electronic database maintained by the Social Security Administration and Department of Homeland Security.