

Job Title: Director, Growth & Client Solutions

Remote, or at Office Locations: Los Angeles, Pasadena, Oakland

Verdical · (vər-dək-(ə)l) · *n.* an upward trend in positive environmental impact

Verdical Group's CEO has committed the company to an aggressive 5-year growth plan, and we are targeting 60% growth in both firm revenue and total team member headcount by 2021 year end. The Director of Growth & Client Solutions is an intrapreneur responsible for business development and revenue generation as the company scales.

WHO WE ARE

- Verdical Group is a leading sustainability consulting firm focused on decarbonizing the built environment. We've developed a nationally known brand and industry leading reputation over the past nine years -since the company was founded in 2012.
- We specialize in the following services:
 - o **Engineering:** commissioning, energy modeling, daylight modeling, life cycle assessment
 - o **Green Building Certifications:** LEED, Fitwel, WELL, Living Building Challenge, CALGreen
 - o **Sustainability Strategy:** net zero, zero carbon, program management
 - o **Events:** we produce the nation's largest annual [Net Zero Building Conference](#).
- Our core values include environmentalism, fun, inspiration, adventure, and continuous learning.
- We're a growing group of 12 team members with 3 office locations in LA, Pasadena, and Oakland. Our LA office at the LA Cleantech Incubator (LACI) is LEED Platinum and WELL Gold certified.
- Incorporated as a benefit corporation, and a [Certified B Corporation](#), we meet rigorous standards of social and environmental performance, accountability, and transparency.
- A 1% for the Planet [Member Company](#): we walk the talk - donating 1% of our annual revenue, not just profit, to environmental nonprofit organizations.
- Committed to antiracism, our diverse team is one of our greatest assets.
- Visit us at www.verdicalgroup.com to learn more, and watch our About Us video [here](#).

WHO YOU ARE

- You're a results-driven business development leader with a proven track record in growing revenue.
- You're ready for a new challenge in your career. You want to take a fantastic small company and scale it to the largest company in the built environment sustainability space.
- You bring a large number of relationships with you from many years of industry sales experience.
- You're a go-getter who excels at all phases of the business development cycle. Your day-to-day time will be spent winning new work for the firm. Additional work includes: strategically planning revenue generation strategies, managing firm revenue growth data and customer relationship management (CRM) in Salesforce, providing outstanding client service, deepening and nurturing long-term client relationships, finding RFP / RFQ opportunities, writing proposals, speaking at events and conferences, and representing VG at project interviews.
- This role includes an annual sales target that you're excited to take on.
- You're a strong business writer and verbal communicator with great attention to detail and flawless follow-up skills.
- You're committed to making a positive social and environmental impact on the world through your work at VG. You will be evaluated quarterly on your performance and progress in these areas.
- An all-star talent who wants to work as part of a highly respected and growing team.
- You enjoy working with corporate clients such as NASA, Google, J&J, LAX, and GE.
- You thrive in an environment where you're surrounded by likeminded, passionate sustainability professionals.

REQUIRED QUALIFICATIONS

- 7+ years of building industry technical sales experience and client relationship development primarily in the Southern California and Northern California markets we serve.
- Technical knowledge of all VG service offerings in order to effectively sell our services to clients and describe our services in detailed contract scope language.
- Ability and willingness to travel.

- Working understanding of relevant technical standards and industry groups: ASHRAE, ASME, SMACNA, CALGreen / Title 24, LEED, etc.
- A networker by nature, and an extroverted people person who thrives on fast-paced communication and the high of winning new project work.
- Engaged and participate in local industry organizations such as AIA, USGBC, ULI, ILFI, CLF, etc.
- Experienced team leader and mentor to junior staff.
- We welcome applicants of all backgrounds and encourage potential fits to apply even if you do not meet all of the required qualifications outlined above.

PREFERRED QUALIFICATIONS (NOT REQUIRED)

- Bachelor's Degree in Mechanical Engineering, or related engineering field, and previous MEP firm work experience.
- Salesforce experience.
- Experience preparing dynamic sales reports showing sales volume, potential sales, pipeline and forecast data, and gathering market insights for potential expansion areas.
- Based in either our Southern California or Northern California market areas.
- A large number of LinkedIn connections to demonstrate the depth of your professional network.

COMPENSATION & BENEFITS

- Full-time exempt salary position
- Generous sales incentive bonus structure to align the revenue generation of this role with compensation
- Compensation commensurate with experience
- 100% company paid Health insurance (gold level PPO) and dental insurance
- \$750/year continuing education stipend
- 100% firm-paid credential exams and renewal fees
- \$100/month pre-tax cell phone benefit
- \$100/month pre-tax commuter benefit for reducing our carbon footprint if you do not drive to work
- IRA (after one year of employment)
- Paid Time Off (PTO) for vacation and sick days + unpaid time off available for high performers
- 9 paid annual company holidays
- Flexible office schedule (our team mostly works remotely, from home offices, at this time)
- Attend industry conferences and events including USGBC-LA's MGBCE and VG's Net Zero Conference
- A career pathways program with quarterly meetings to discuss career goals and personal growth
- Great company culture that builds in full team time for things like Earth Day volunteering, café meetups, great outdoors hiking adventures, Dodger games, annual holiday dinner, retreats, and VG University.

APPLY

- Send an email with both PDF cover letter and resume attached to: applicants@verdicalgroup.com
- Title both the combined PDF and the email "Director, Growth & Client Solutions_[Your Name]"
- We look forward to hearing from you!