

## **Vice President, Business Development**

*If making a difference in the world for both today and tomorrow fuels your personal career goals, then read on...*



**The first energy council of its kind, the PROPANE EDUCATION & RESEARCH COUNCIL (PERC)** works with the propane industry, consumers, and partner industries to increase the adoption of propane as a clean, domestic, and affordable energy source.

PERC has an excellent opportunity for a Vice President, Business Development. This exempt position reports to the President and CEO and we're looking for the right candidate to be based out of Richmond, VA.

### **Job Summary:**

The Vice President, Business Development (VPBD) is responsible for the development, execution, and leadership of the propane industry's business development strategy. This position leads a team of seven professionals and is responsible for directing the development of renewable fuel strategies and executing all business development activities by pursuing strategic opportunities that support the business objectives of both the Propane Education and Research Council and the propane industry. The VPBD identifies and establishes the key strategic relationships with executives, policymakers, and technical leaders across numerous global industries. Develops and executes market development strategies for solutions and technologies that drive demand for propane. Identifies target markets and assesses the market potential for products. Leads the business development team to achieve industry goals. Accountable for a multimillion dollar budget and achieving market growth targets. Also serves on the executive leadership team, as well as external industry and market leadership groups.

### **Knowledge, Skills, Abilities, and Requirements:**

- 10-15 years of directly related experiences
- Leadership of organizations and industries
- Proven business development success
- Strong understanding of energy markets as associated industries, including agriculture, autogas, off-road, residential, and commercial; stays current on trends, news, forecasts, and technologies
- Technical expertise to understand propane technologies and research
- Strong leadership: ability to build relationships, and actively lead, manage, and motivate subordinates
- Ability to build and leverage relationships with internal and external stakeholders up to and including executive level contacts
- Ability to plan and lead business development, product development, and market development strategies

### **Competencies:**

- Exceptional leadership and people management skills
- Demonstrates high energy for the business
- Willingness to take risks and make tough decisions
- Accountable
- Engenders trust
- Delivers results on time and on budget
- Strategic
- Persuasive
- Creative
- Excellent judgment

### **Education:**

Bachelor's Degree in Engineering or Science strongly preferred. Advanced degree preferred.

**Licenses, Certifications, Qualification, or Standards:**

XXX

**Working Conditions:**

Office Work Environment (25%-75%)

Travel (up to 50%)

PERC offers excellent benefits including: competitive salary, two weeks of vacation, 401(k) retirement plan, healthcare (including prescription, eye care, and dental), LTD, and life insurance policies.

For confidential consideration, please send resume, cover letter, and references by email to Theresa Ryan at [jobs@propane.com](mailto:jobs@propane.com). Only candidates who meet the above criteria will be considered.

**The Propane Education & Research Council is an equal opportunity employer.**

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