

# Job Title: Product Development Mgr

Product Development Mgr 2256

**Location:** Access Center - North Creek Pkwy

**Job #:** 2256

**Hiring Manager:** Corey Corbett

**Pay Grade:** GRADE\_12

**Employee Class:** Exempt

**Department:**EES Business Energy Mgmt

**Job Description Title:** Product Development Mgr

## Job Description

PSE is currently seeking a **Product Development Manager** who will support our commercial and industrial energy efficiency programs. As an integral member of PSE's Business Energy Management group, you will work with program managers to increase participation in PSE's Energy Efficiency Programs, including: creation of a program and measure development process that leverages internal and external resources, match programs and measure development to evidence-based outcomes, streamline existing program design, create simplified programs for commercial and industrial customers, develop new standard and calculated measures. This position works in conjunction with cross-functional Energy Management staff.

Puget Sound Energy (PSE) is working to build a clean energy future. By 2030, PSE will have a carbon neutral electric supply and will reduce customer emissions from our natural gas business by 30% while balancing safety, sustainability, reliability and affordability. PSE's Business Energy Management group is a major contributor to these goals providing financial incentives, technical assistance, and project development support to assist PSE's commercial and industrial customers to implement efficiency projects.

This is an excellent opportunity to play an integral role within PSE to help us better serve the environment, our customers and the communities in which they live. PSE provides an environment where all employees are valued, respected and provided with the opportunity to achieve maximum performance. We offer a comprehensive pay package that includes competitive compensation and PTO, annual goals-based incentive bonuses, comprehensive cafeteria-style benefits, matching 401(K), hybrid work environment and an employee assistance and wellness program.

## Job Responsibilities

- Develops and maintains relationships with program and project managers, energy management engineers, energy efficiency account executives, marketing, research, and customer-facing personnel to increase participation in PSE's energy efficiency programs.
- Develops and champions new program concepts for commercial and industrial customers: Identifies customer challenges, current trends, and other best practice programs and measures in the industry.
- Creates a program and measure development process that optimizes staff input, contractor willingness and customer appetite.
- Supports and leads efforts in the development, implementation, and launch of new energy efficiency programs including program design, stakeholder engagement, tariff updates, biennial planning documentation, program marketing, and go-to-market planning.
- Initiates and facilitates the development standardized energy efficiency measures for specific market segments and programs.
- Identifies market potential for new programs and measures. Analyzes market for program and measure adoption.
- Leads process improvement initiatives to streamline existing energy efficiency programs to increase customer participation and improve customer experience.
- Oversees and leads energy efficiency special projects and pilots for PSE's commercial and industrial customers.

## Minimum Qualifications

- Bachelor's degree in business, marketing, finance, engineering or related field
- 7 years' experience in leading/implementing complex multi-disciplined market/program/product analysis, research, evaluation, or product launch
- Proven ability to lead and influence cross-functional teams and stakeholders to deliver complex customer-facing products or projects

- Excellent organizational, analysis, and problem solving skills including applying analysis and statistical methods to study complex and unique business issues.
- Proven ability to lead or oversee financial modeling
- Proven ability to identify and use advanced customer and marketing analytics
- Proven project management skills
- Excellent written and oral communication skills
- Excellent organizational and interpersonal skills
- Ability to synthesize data and other information into clear, actionable deliverables
- Ability to build trust and value-based relationships with employees at all levels of internal and external organizations.
- Ability to effectively manage conflict
- Advanced skills in Excel, Word, PowerPoint, other presentation and analytical tools

### **Desired Qualifications**

- Experience with Commercial & Industrial Energy Efficiency Programs
- Familiarity with energy efficiency measures found in commercial and industrial facilities
- Strong skillset and attention to detail
- Ability to lead process improvement efforts
- Familiarity with customer segmentation in the commercial and industrial sector
- Proven experience dealing with trade allies, distributors, property managers and owners, as well as commercial & industrial customers
- Proven ability to lead and influence cross-functional teams and stakeholders to deliver complex customer-facing products or projects that demonstrably save energy

### **Additional Information**

- Please provide both a cover letter and resume outlining your experience and applicability

Puget Sound Energy is committed to providing equal employment opportunity to all qualified applicants. We do not discriminate on the basis of race, color, religion, sex, national origin, age, sexual orientation, gender identity, marital status, veteran status or presence of a disability that with or without reasonable accommodation does not prevent performance of the essential functions of the job or any other category prohibited by local, state or federal law.