



ICF International provides a portfolio of strategy, analysis, advisory services, and implementation tools to clients in the energy sector. Long recognized for innovative solutions, ICF International's combination of strategic, policy, risk management, market, and industry expertise enables us to advise clients from the inception of their business plan through the delivery of services to their customers.

The Energy Efficiency group is a leader in designing and implementing effective and innovative demand side management strategies, including energy efficiency, demand response, and peak load management. Our thorough understanding of our clients' needs enables us to help energy companies, governments, and commercial clients worldwide to manage energy consumption and peak demand.

To support our growth we seek an experienced and highly motivated lighting specialist, knowledgeable in energy-efficient lighting, with demonstrated experience in the New York City market working with the lighting supply industry. The successful candidate will serve as an Account Manager, working with and expanding an existing network of lighting manufacturers, distributors, contractors, architects and engineers, business owners, and commercial facility managers—to help us bring effective, energy-efficient lighting to the commercial market in the metropolitan New York City region. The Account Manager assists these lighting practitioners in submitting qualified lighting designs for Program incentives.

The successful candidate will be given aggressive goals for promoting and processing energy-efficient lighting projects and will be required to possess proven sales and marketing success in the NYC lighting market. This work is challenging and rewarding.

**Key Qualifications:**

- Bachelor's degree or equivalent years of work experience; commercial lighting experience and an understanding of lighting design required.
- Ability to think creatively, works efficiently and independently, and network and collaborate with others internally and within the lighting industry to achieve those goals.
- Demonstrate strong time management, organizational, communication skills, and the ability to multitask.
- Must be able to show flexibility in dealing with changing client needs, and the ability to provide rapid responses to client requests.
- Utility or public benefit agency energy-efficiency program experience is also a plus (direct experience on NYSERDA programs is also a plus).
- Proficient in Microsoft Office applications and lighting design and analysis software.

**Key Responsibilities:**

- Specific duties include maintaining contact with existing Program Allies and expanding the network of Allies in the New York City metropolitan region by in-person and telephone contacts.
- Providing assistance to Allies in designing lighting projects that meet the SCLP criteria.
- Serving as a resource to Allies in regard to other NYSERDA/New York Energy SmartSM programs and lighting design resources.
- Training Allies in quality lighting design, maintaining records of Ally contacts and providing input to monthly project reporting.



**Other Key Skills:**

- A results-oriented person with excellent time management skills and attention to detail is the ideal candidate.
- Residence in the New York City area and ready access to Allies in that area is a prerequisite.
- Good oral and written communication skills, analytical abilities, and proficiency with Microsoft Office applications.
- Experience with the New York City metropolitan area lighting marketplace is essential.

**Desired Skills:**

- Interest in energy efficiency, knowledge of lighting technologies and/or lighting layout skills or environmental management.
- Knowledge of and experience with New York metropolitan area lighting market and market players, especially the design community.

ICF International offers an excellent benefits package and competitive salary. To apply, please submit your cover letter, resume and salary requirements.

ICF International is an equal opportunity and affirmative action employer.