



Job Title: Project Manager, Senior

Job Status: Immediate Opening

Salary Range: \$85-100K, dependent upon experience

Location: Stell is a virtual company and offers the ability to work from anywhere in the United States. Travel will be required to meet the client's needs.

Overview:

Stell is a seasoned veteran- and woman-owned small business providing expertise and innovation across the resilience, environmental, restoration, and compliance service sectors. We offer an excellent benefits package that includes medical/dental insurance, 401k opportunities, and paid time off.

Responsibilities:

Client Focus

- Advise and support client staff (corporate energy managers, facility managers, engineers, technicians) in identifying and scoping efficiency improvements and cost control strategies and persuade their implementation to enable our clients to successfully meet their energy and sustainability goals
- Create new deliverables to support the identification and implementation of efficiency improvements and inform sustainable business decisions that can be leveraged across multiple client engagements
- Ensure on-time delivery of high quality, error free products
- Build relationships with key client contacts from site-level personnel up to senior leadership (e.g. VP Operations/Facilities)
- Increase the breadth and depth of client engagements by positioning yourself and Stell as a trusted advisor
- Lead client presentations, meetings and discussions, interfacing with internal Stell stakeholders to communicate program activities and the quantification and qualification of the value delivered

Technical Expertise

- Combine technical (e.g. equipment, systems, buildings) and market segment (e.g. hospitality, restaurant, grocery) expertise to support the resolution of complex energy and water management issues and advise on the development of new products
- Leverage metering, monitoring, benchmarking, analytical tools, and software to analyze and provide insight into key areas of focus for improving energy and water performance
- Lead identification, evaluation and prioritization of capital projects, operational changes and physical plant upgrades that result in reduced energy and water consumption and demand

Collaboration

- Collaborate with Stell subject matter experts across resource areas and departments to deliver cohesive solutions

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- Provide coaching/mentoring to Stell energy professionals and other consultants
- Analyze existing delivery approach to aid in the conceptualization of new techniques or processes
- Support Sales and development of new business pursuits

Thought Leadership

- Expand expertise in specific domains to drive emerging business opportunities (possible domains: metering, demand response, continuous monitoring, control strategies)
- Participate in industry events and training programs, including conferences, webinars, and other opportunities
- Monitor industry trends and evaluate cutting edge technologies and services for potential client application

Qualifications:

- *Bachelor's degree in business, engineering or associated field required*
- *M.B.A. preferred*
- *Certified Energy Manager (CEM) required (if not possessed, a willingness and ability to obtain C.E.M. certification within a reasonable time frame)*
- *Relevant industry certifications preferred (e.g. PE, CWEP, CEA, BESA, EBCP, LEED)*

All qualified applicants will receive consideration for employment without regard to their race, color, religion, sex, or national origin.

Please submit a cover letter, indicating salary requirements and availability, along with your CV/resume as a PDF or Word file to careers@stellee.com . No phone calls please.