We're looking for a
Load Growth Client Services Representative - (Sidney, Nebraska)

SourceGas is a natural gas utility company serving communities from 20 people to 50,000 across Arkansas, Colorado, Nebraska, and Wyoming. And it’s no secret that our steady growth has been fueled by the talent and energy of our dedicated employee base. That same growth has now created the following opportunity to join our close-knit team.

Responsible for promoting and selling natural gas service for residential, commercial, industrial and agricultural customers.

Primary Duties and Responsibilities (* Essential Functions)

- Increase customer count and customer gas usage volumes by promoting natural gas solutions.*
- Acts as the primary liaison to the customer on behalf of SourceGas.*
- Responsible for providing the training of natural gas price, utilization, and energy savings advantages to field personnel.*
- Provide sales training to field personnel within your assigned territory.*
- Provide thorough and ongoing support to in the promotion of products and services.*
- Understand, apply, and monitor natural gas rates with applicable internal rules, state tariffs, and commission regulations.*
- Identify process and procedure improvement opportunities and complete SourceGas financial models for system expansions.
- Develop and maintain a positive working relationship between customers, staff, field personnel, and third party contractors.
- Identify potential line and meter routing for capital expansion pipeline projects to connect new customers
- Perform activities relating to capital projects.
- Perform economic modeling and gather information for subsequent physical modeling used in final construction of pipeline.
- Assist in gathering load data for hydraulic modeling of gas lines.
- Assist in sizing pipe, meter, etc. appropriate to project.
- Demonstrated ability to troubleshoot/repair natural gas irrigation engines. Provide non-regulated maintenance and repair service, diesel to natural gas conversions, in addition to adding new business. (Agriculture territories only)
- The ability to interact with a wide variety of people with tact, courtesy, and professionalism.
- May be required to work non-traditional hours as needed.
- May be required to carry a company-provided cell phone and may be required to be available to respond to and place phone calls during both traditional working and non-working hours.
- Travel within the geographic region of current locations in Colorado, Wyoming, Nebraska, and Arkansas, future locations as they become incorporated, customer service 3rd party contractor locations, and other areas as required (may include overnight and/or weekend travel).
- Ability to clearly communicate the benefits of the Choice Gas program, and/or parallel programs in similar industries defined by the ability of the customer to select a particular service provider.
- 75% of position is field-based, interacting with customers.

**Job Requirements**

- 1-3 years of utility industry and/or sales and/or project management experience.
- Must possess proficiency with principles in space and water heating and/or engine fuels knowledge, (Nat. gas, electricity, propane, diesel), mechanical knowledge, (HVAC)
- Demonstrated experience in preparing and presenting training programs.
- Demonstrated selling and presenting experience.
- Ability to successfully perform the required and expected duties with minimal direct supervision; must be a self-starter.
- Project management skills.
- The ability to multi-task and prioritize in a dynamic, fast paced environment.
- Demonstrated leadership ability.
- A proven track record of providing outstanding customer service.
- Ability to organize, schedule, and prioritize departmental and individual work to meet various schedules and objectives.
- Effective written and verbal communication skills.
- Basic proficiency in computer applications, including Microsoft Office.
- Completion of all required technical training and certifications.

**Preferred Experience, Skills, and Knowledge**

- 2 years of utility industry.
- 2 years of builder relations, sales and/or marketing experience strongly preferred.
- If based in an Agricultural area, mechanical experience strongly preferred.
- Knowledge of gas operations.
- College degree or equivalent.

At SourceGas, you’ll enjoy highly competitive compensation along with an outstanding benefits package that includes health, dental, vision, and life insurance, 401(k) with employer contribution, and much, much more. SourceGas is an Equal Opportunity Employer. Qualified applicants are considered for positions without regard to race, color, religion, sex, gender identity, national origin, age, citizenship status, marital status, medical condition, physical or mental disability or any other legally protected status. EOE/M/F/D/V SG123 #LI-POST

**IN ADDITION TO THE RÉSUMÉ, APPLICANTS ARE STRONGLY ENCOURAGED TO SUBMIT A COVER LETTER FOR THIS POSITION.**