**SENIOR MANAGER OF RESIDENTIAL BUSINESS DEVELOPMENT** July 2025

***Want to shape how America heats, cooks, and powers its homes? From blueprints to backyards, you’ll lead the charge to make propane the fuel of choice—driving strategy, influencing decision-makers, and transforming how energy powers the places we live. If you’ve got the vision, drive, and skills to fuel residential market growth—this might be the role for you. Read on for more information and how to apply…***

**The PROPANE EDUCATION & RESEARCH COUNCIL (PERC)** has an amazing opportunity for a **Senior Manager of Residential Business Development.** The first energy council of its kind, PERC, a non-profit, works with retailers, consumers, and partner industries to drive technology development to expand adoption of propane as a clean, domestic, and affordable energy source. This remote position reports to the Chief Operating Officer and is classified as Exempt.

**Job Summary:**

The Senior Manager of Residential Business Development is responsible for maximizing propane gallon sales in the new residential construction (single family, manufactured, modular, multifamily), renovations, and equipment replacement markets, developing market strategy, tactics, and business plans to increase the likelihood of decision makers to specify propane to grow propane demand. This role is responsible for market development activities to preserve existing markets and develop new growth opportunities. As a liaison between the propane industry and the residential market, the Senior Manager is responsible for activities, which include outreach, communications, education, research, and product commercialization. The Senior Manager of Residential Business Development works closely with PERC staff, industry volunteers, contractors, communications partners, product partners, and consultants to accomplish business plans aligned with the council strategy. Other duties as assigned.

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

* Understanding of the residential construction market and key audiences.
* Identifies goals and quantifiable metrics that demonstrate successful implementation of the market strategy.
* Demonstrates consistent progress towards achieving goals through written reports and verifiable data.
* Develops new relationships and fosters existing relationships with manufacturing partners.
* Helps develop market strategy and executes on that strategy to meet established market goals.
* Develops new relationships and fosters existing relationships with potential strategic partners.
* Serves as a liaison between the propane industry and the residential markets, which requires diplomacy, professionalism, and confidentiality.
* Serves as a residential market subject matter expert, including staying updated on market trends, forecasts, and technologies.
* Delivers results on schedule and on budget.

**Competencies:**

* 5+ years of directly related experience with thorough understanding of the residential markets.
* Diverse verbal and public speaking skills – from event podium to conference room.
* Strong written communication skills.
* Excellent judgement.
* Basic project management skills.
* Prior experience with organizations such as professional trade organizations and dealer networks.
* Exhibits the values of the organization: Collaborative, Dependable, Respectful, Purposeful, Customer-Focused.

**Education:** Bachelor’s degree

**Working Conditions:** Office Work Environment (25%-75%) / Travel (up to 50%)

In addition to a competitive salary, PERC offers excellent benefits such as: vacation and sick pay, 401(k) retirement plan, healthcare (to include Vision and Dental), LTD, Life insurance, and a wonderful and supportive work environment.

Please apply via this link: <https://propane.bamboohr.com/careers/48?source=aWQ9MjA%3D>

**ONLY APPLICANTS WHO ANSWER ALL APPLICATION QUESTIONS AND MEET THE STATED QUALIFICATIONS WILL BE CONSIDERED.**

**THE PROPANE EDUCATION AND RESEARCH COUNCIL IS AN EQUAL OPPORTUNITY EMPLOYER*.*** *All qualified applicants will receive consideration for employment without regard to race, sex, color, religion, national origin, sexual orientation, gender identity, disability, veteran status or any other characteristic protected by federal, state or local law.*