

## Job Announcement

### **Energy Solutions Center Executive Director (Washington, DC)**

(Posted: May, 2023)

Energy Solutions Center in Washington, DC, has retained Slesinger Management Services to recruit a visionary and innovative leader, ideally with experience in membership associations and energy issues, to serve as executive director.

Applications will be accepted until this position is filled. To see if the search is still active, please see [www.SlesingerManagement.com](http://www.SlesingerManagement.com).

#### **The Organization**

Energy Solutions Center (ESC) is a 501(c)(6) nonprofit trade association that supports North American natural gas utilities (local distribution companies) by providing information and training on industry-related products and services to utility professionals that enhance their success with customers.

Via conferences, webinars, and other meetings; magazines and other publications; and other activities, ESC focuses on educating marketing, sales, and customer support staff at gas utilities throughout the United States and Canada with information about new products in the natural gas industry.

Founded about 20 years ago via the merger of two trade associations that focused on various sectors of the natural gas industry, ESC currently has a staff of five and a budget of \$1.2 million. Revenue comes primarily from member dues and fees from meetings and other programs.

Staff are split between ESC headquarters in Washington, DC, and home-based offices of two staff in Pennsylvania. It is anticipated that the next executive director will work out of the Washington, DC, office at least three days per week.

ESC is governed by a 51-person board of directors. (Each utility that belongs to ESC gets one seat on the board. ESC also has affiliate members, which include equipment manufacturers and vendors, consultant, and nonprofits, a few of whom are also on the governing board.)

Within the board, a seven-person executive committee takes responsibility for many of the governance issues that need to be addressed between board meetings. The executive committee includes the board chair, who serves a one-year term, as well as the chair-elect for the following year, giving the board stability and continuity.

The board is looking for an executive director because its current leader has left for another position.

To learn more about ESC, please see its [website](#).

### **Principal Responsibilities of the Executive Director**

The next executive director's most important responsibilities include:

1. Providing leadership, vision, strategic direction, and high-level representation to ensure that ESC remains an important and respected source of information and training to sales and marketing staff of natural gas utilities.
2. Ensuring organizational and financial stability of ESC through optimizing operations and administrative functions and maintaining them on a daily basis.
3. Supporting the executive committee and the full board as it carries out its governance responsibilities.
4. Providing leadership and guidance to staff who manage current programs, especially meetings (both in-person and virtual), with a high level of quality that continues to attract members, and identifying new programs and services that ESC should consider that address member needs. (It should be noted that ESC, despite its location in Washington, DC, does NOT engage in advocacy, lobbying, or public policy work.)
5. Maintaining strong and positive working relationships with key leaders at other national associations in the natural gas and energy fields as well as relevant US Government agencies such as DOE, HUD, and EPA.
6. Identifying new ways to supplement dues income with income-generating activities that meet member needs.
7. Motivating staff – some in the DC headquarters, some in remote offices – to continue to perform at the highest levels with creativity and dedication to the mission of ESC.
8. Supporting the executive committee and the full board as it carries out its governance responsibilities.

### **Desired Skills, Experience, and Personal Characteristics**

To be successful, the executive director should be:

1. Experienced in the work of nonprofit trade associations, where providing exceptional customer service to dues-paying members is essential. CAE certification would be desirable.
2. Experienced in industries going through significant transformation, where a national trade association can help members navigate change so they can flourish in the midst of rapidly changing competitive pressures due to new technology and changes in public policy.
3. Interested in the work of ESC. Knowledge about natural gas, regulated utilities, and energy efficiency is desirable, but not essential.
4. Knowledgeable about sales and marketing, including digital marketing and content platforms that build on changing technology, since these are the functional areas within

utilities that ESC focuses on.

5. Experienced in the operational and administrative functions of membership organizations including financial, legal, compliance and human resources.
6. Comfortable with a hands-on job at a small organization (staff of six, including the executive director) where responsibilities include program development, member retention, and financial management.
7. A collaborative leader, able to draw on the knowledge and experience of a dedicated staff, plus board members who often have 20+ years of experience in the natural gas industry.
8. An excellent communicator, able to motivate, inspire, and persuade members, partners, staff, board members, and other stakeholders to take action that helps ESC carry out its mission.
9. An effective speaker who can represent ESC at meetings with peers in the energy field.
10. Able to develop a strong working relationship with the ESC executive committee and full board, all of whom have full-time jobs at member utilities throughout North America.
11. Able to travel periodically to meet with members, and to attend relevant conferences and meetings.

### **Compensation**

The anticipated salary will be \$200,000 to \$220,000, plus a comprehensive benefits package.

### **To Apply**

Please e-mail:

1. cover letter that explains why you're interested and qualified, and
2. resume

to search consultant Larry Slesinger, Founder and CEO of Slesinger Management Services, at [Larry@SlesingerManagement.com](mailto:Larry@SlesingerManagement.com). **Please include "ESC" in subject line.**

Questions: Contact Larry Slesinger by email or at 301-320-0680.

Applications will be acknowledged promptly.

*ESC is an Equal Opportunity Employer.*