



## Purpose

Foresight Management exists to champion energy management, accelerate sustainability, and increase profitability for our customers.

## Mission

We pursue our purpose through our three-part mission:

- Individual Vitality – The individual well-being of our team members directly impacts our ability to achieve greatness. Each member of our team will be treated with respect, dignity, and will be empowered to make an impact on our company. Our team members will be given opportunities for self-improvement, learning, and will become increasingly self-aware and aware of others. Our teammates will have real autonomy over various aspects of their work and be given the freedom to create and innovate in their own ways. Our environment will enable team members to pursue greatness at their individual role as we collectively pursue excellence, celebrate success, and foster healthy accountability.
- Long-Term Partnerships – The quality of the relationship we build with our clients is vital to our success. We pursue long-term partnerships with companies and individuals by listening, asking great questions, and exercising empathy. Upon understanding our clients' goals and problems, we work to earn their trust by setting realistic expectations and exceeding those expectations in every manner possible. Simply getting the job done is not acceptable. To truly build long-term partnerships, we must “wow” our customer.
- Growth Mindset – Our process begins with asking great questions and challenging the status quo. From there, we innovate and create improved ways of working, and finally we commit to executing our improved plan with excellence and perfection in mind. We then begin the discovery process all over again in an effort to continuously disrupt our own methods and thinking. Although perfection cannot be fully attained, we choose to chase it relentlessly in every aspect of our work.



## Values

- ***Enthusiasm - “lively interest, intense emotionalism, a break with status quo”***

We believe insights, capacity, guidance, and expertise are qualities our team brings to our clients. Those valuable attributes are often not enough to inspire action. Genuine enthusiasm is contagious and the special ingredient we bring to our clients creating momentum and inspiring action.

- ***Curiosity - “the desire to learn and be inquisitive”***

We believe the foundation of all innovation is, in its most basic form, a spirit of curiosity and the continual adoption of a “beginner’s mindset”. Our willingness and capacity to be inquisitive empowers us to build trust with teammates and clients. Curiosity enables a sense of wonder and humility, ultimately exposing opportunities to serve others in more impactful ways.

- ***Vulnerability - “uncertainty, risk, and emotional exposure”***

We believe great ideas can come from anywhere and anyone. Regardless of title, position, industry experience, expertise, or seniority at the company. We value candor, feedback, questioning and tough love from all teammates. Our pursuit is an environment where each individual feels safe enough to be vulnerable and valued enough to be heard. We commit to the pursuit of “Getting it right”, not “Being Right”.

- ***Competitive Greatness - “to strive to outdo, to engage”***

In order to fulfill our purpose and mission, we believe we must compete individually and as a team. John Wooden in his pyramid of success lists “Competitive Greatness” at the top of the pyramid and says, “Competitive Greatness is having a real love for the hard battle knowing it offers the opportunity to be at your best when your best is required.” We strive to embrace a challenge and compete against “good enough”.



## Principles

- ***Interdisciplinary***  
We take an interdisciplinary approach to energy and sustainability management. We integrate design, engineering, contracting, project management, consulting, data analytics, business analytics, marketing, and have developed our own software for data management. Our unique blend of expertise allows us to partner with organizations in a variety of ways in order to help them achieve their goals and meet their needs.
- ***Holistic***  
We have expertise in both the supply side and demand side of energy management, energy efficiency, sustainability and cost mitigation opportunities. We understand how interconnected all these disciplines are and help our clients develop optimal solutions that take all factors into account.
- ***Unbiased Expertise***  
We are our client's "trusted advisor" and take an agnostic approach to items such as technology, manufacturers, suppliers and installers. Our priorities are the priorities of our customers. We develop options that fit within their constraints so they can make the best actionable decisions possible.
- ***ROI Driven***  
Profit is positive. When sustainability and energy initiatives are done well, they are profitable endeavors in both the short and long-term. We work to help our clients understand the direct and indirect financial benefits of adopting sustainable business practices.
- ***Transparent***  
Transparency is transformational. As we help our clients pursue sustainability through adopting transparent business practices, we work to fully embrace transparency ourselves. Making complex language easy to read, complex data simple to understand, and complex issues approachable and digestible is paramount to our client's success. We choose to adopt an abundance mindset, which means showing our clients exactly how and why we do our work as well as how we charge for it.

## About

Foresight Management is a leading tech-enabled consulting firm dedicated to the identification, design, and implementation of Sustainability and Energy Management initiatives for a growing international clientele.

We provide energy and sustainability research, ESG data solutions, cost optimization, project design, and project management services that advance a company's integration of sustainable development principles into its business model.

## Open Position

We are seeking a Business Development Representative to add to our dynamic and growing team. The Business Development Representative duties include researching prospective clients, qualifying leads, reaching out to prospects, earning trust, and setting up introductory appointments.



## Title

Business Development Representative

## Compensation

Annual full-time salary plus performance incentives range between \$45,000-80,000, commensurate with experience and a generous benefits package.

## Location

We are headquartered in Grand Rapids MI and provide a flexible hybrid work environment oriented around results and teamwork.

## Desired Qualifications include, but are not limited to:

- 0-5 years of experience in sales, business development, and business to business prospecting.
- Excellent visual, verbal, and written communication skills.
- Highly organized
- Comfortable being rejected and/or ghosted
- Respectfully persistent
- Preferred, but not required: Experience with industrial companies across North America

## Responsibilities include, but are not limited to:

- Understand Foresight services and capabilities well enough to ask applicable questions and convey our value propositions
- Generating and facilitating sales qualified appointments
- Executing a sales development and follow up plan
  - Primarily leveraging email, LinkedIn, phone calls, hand-written notes, and other remote communication tools
- Researching prospective clients and populating a Customer Relationship Management tool
- Initiating contact with stakeholders at prospective companies through phone and on-line communications

## To be successful at Foresight Management, you will need:

- To find personal inspiration in our Purpose and Mission
- To adopt and strive towards our Core Values
- To be goal-oriented and be a self-starter
- Awareness of your personal strengths and weaknesses
- To be a team player. At Foresight, everything gets accomplished because of the team

## Contact

If the position is of interest, please email a copy of your cover letter and resume (or candidate's preferred alternative) to [craig@fsmgmt.co](mailto:craig@fsmgmt.co) by Friday, November 5th.

If you have general questions, please contact Mike Troupos at [mike@fsmgmt.co](mailto:mike@fsmgmt.co)

