

ELECTRIC UTILITY ENGINEERING MARKET LEADER

**Knoxville/Chattanooga, TN, Memphis, TN, Indianapolis, IN,
Houston, TX, & Tallahassee, FL**

Are you an experienced electric utility professional possessing both technical and personal skills? Do you share our knowledge that utility personnel are some of the best people in the world? We are seeking a dynamic and results-driven Market Leader for Rural Electric Cooperatives and Municipal Utilities.

This role is critical in identifying new business opportunities, building and maintaining strong client relationships, and participating in the scoping and production of system planning, design, and construction administration of transmission, substation, controls, and distribution projects. The ideal candidate will possess a strong technical understanding of high-voltage power systems and an exceptional ability to align business strategies with market demands.

KEY RESPONSIBILITIES:

Market Research & Strategy Development:

- Develop and implement strategic plans to penetrate new markets and continue to cultivate existing relationships.

Develop and Cultivate Client Relationships:

- Identify and establish relationships with utilities, EPC contractors, universities, and industries with their own medium and high voltage power facilities.
- Be the primary point of contact for clients, ensuring satisfaction and fostering long-term regional partnerships.

Proposal and Contract Management:

- Lead processes with management and engineering teams to create tailored proposals for high-voltage power projects.
- Drive scheduling and communication to keep clients and team members on track and up to date.

Direct Sales Responsibility for Multidisciplinary Services:

- Sell services of the electrical group and other departments to utilities, such as architectural building design, environmental services, civil engineering, structural engineering, and surveying.

Regulatory and Industry Knowledge:

- Stay up to date on industry regulations, standards, and emerging technologies in high-voltage power systems.
- Represent the company at industry events, trade shows, and conferences to enhance brand presence and identify new leads.

Project Participation

- Attend project meetings with clients, perform site visits, participate in project execution, keep up with project progress, and participate in project communication with clients.

QUALIFICATIONS

Experience: Minimum 10 years of progressive experience within the high-voltage power sector.

Education: A bachelor's degree in engineering is preferred; however, significant utility experience without an engineering degree will be considered.

Licensing: PE Licensure or the ability to obtain a license is a plus.

Knowledge: Strong technical understanding of high-voltage systems, substations, transformers, system studies, construction inspection, and project management.

Technical Skills: Proven track record of responsible work on high-value contracts and projects within the utility industry.

People Skills: Exceptional communication, negotiation, and relationship-building skills.

Initiative and Responsibility: Ability to productively work independently while collaborating effectively with cross-functional teams to honor commitments.

Proficiencies: Microsoft Office Suite, managing work with multiple clients and on multiple projects concurrently, and note-taking for communication and record-keeping.

Shape the future of high-voltage power solutions and be the face of Fisher Arnold in your region.

If you have a passion for innovation, strategic growth, and client success, we invite you to apply for this exciting opportunity!

Benefits: We offer a competitive benefits package including:

- 401(k) with Company Match
- Health, Dental & Vision Insurance
- 160 Hours Annual Paid Time Off
- 9 Annual Paid Holidays
- Flexible Work Week (Half-Days Fridays)
- Employee Assistance Programs
- Flexible Spending Account
- Life insurance

HOW TO APPLY:

Send your cover letter and resume in PDF format to **careers@fisherarnold.com** with "Electric Utility Market Leader" as the Subject Line. All correspondence regarding your application should be transmitted via email; no phone calls please. We look forward to hearing from you!



FISHER ARNOLD

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