



Creating ecological solutions through innovative engineering

Credit Sales Analyst

Wildlands Engineering, Inc. is seeking a motivated individual to join our growing team in either our Charlotte or Raleigh, North Carolina offices. The Credit Sales Analyst position will require a professional, detail-oriented individual to lead the administrative, management, and transactional processes related to sales of nutrient, buffer, stream, and wetland credits. Candidates must be capable of working independently and able to multi-task effectively. The applicant will be responsible for developing new leads, working with existing customers, understanding regulatory requirements, and executing the sales process. This is an analytical role which will be key to assisting the company in market analysis, maintaining accurate ledgers of our inventory, reporting monthly, quarterly, and annual sales metrics, and assuring compliance with regulatory bodies. The Credit Sales Analyst position is a full time, salaried/exempt position requiring a 32-to-40-hour work week, Monday through Friday with at least 3 days a week working from a Wildlands' office. This position can be catered to the best candidate from a sales and development heavy role to a more administrative and organizational role to a more analytical and financial heavy role.

Company Information

Wildlands Engineering, Inc. was founded in 2007 and focuses on stream and wetland restoration, watershed planning and assessment, and environmental mitigation. With offices in North Carolina, South Carolina, and Virginia, we provide turn-key ecological restoration services from project identification, design, permitting, construction, monitoring, and consulting services to an array of clients, including local and state government and conservation organizations. We also develop, fund, and manage 30 company owned mitigation banks. Our dedicated, motivated, and highly trained team of 106 individuals are dedicated solely to environmental restoration, which has positioned us as a leader in ecosystem restoration and mitigation banking in the southeastern United States. We provide exceptional services to our clients in an uncompromisingly ethical, innovative, and time-sensitive manner.

Job Description

Key Responsibilities

- Updating and maintaining Microsoft Excel ledgers for all 36 of Wildlands' existing stream, wetland, buffer, and nutrient mitigation banks.
- Creating new ledgers and a marketing plan for 19 additional mitigation banks coming online in the near future.
- Maintaining a high-level of responsiveness to email and phone call requests from clients needing to purchase credits and have ability to effectively communicate and coordinate in a timely manner with team members and clients.
- Preparing invoices and maintaining available credit inventory.
- Advising the company on strategic decisions surrounding pricing and future markets.
- Communicating clearly with clients, permitting consultants, municipalities, and regulatory agencies to assure that all sales are compliant with rules and processes.
- Sourcing, documenting, and pursuing economic development opportunities in our markets to assist our mitigation development team in targeting new mitigation opportunities.

Required Qualifications

- A four-year college degree.
- 2 years of sales, marketing or related experience, or 2 years of experience in the field of mitigation banking, environmental restoration, or environmental permitting.
- Proficiency using Microsoft Office, especially Excel.
- Attention to detail and ability to multitask.
- Ability to meet deadlines in a fast-paced work environment.
- Strong organizational and analytical skills.
- A strong motivation for success.

Preferred Qualifications

- Undergraduate or graduate studies in environmental science, marketing, business, or related degree.
- Background in 401-404 permitting.
- Mitigation banking experience.
- Data analytics experience.
- Experience in mitigation credit sales.

Physical Demands

- The Credit Sales Analyst role will primarily be in the office but could occasionally involve field walks at a mitigation bank site.

Benefits

- Base salary paid bi-weekly and a monthly commission incentive.
- Company paid health insurance including vision and dental
- Short- and long-term disability
- 401K with 5% company match
- Educational reimbursement
- Paid vacation and sick time

PLEASE SEND RESUME AND COVER LETTER TO:

Email (*preferred method*): resumes@wildlandseng.com; subject line: Credit Sales Analyst

Mailing Address: Wildlands Engineering, 1430 S. Mint Street, Suite 104, Charlotte, NC 28203

The cover letter should identify previous work experience, why you are interested in this position, your approximate available start date, and any other information that you feel is important. Please be prepared to provide contact information for three references, if requested.

Wildlands Engineering provides equal employment opportunity without regard to race, color, religion, age, national origin, sex, sexual orientation, gender identity/expression, disability, veteran status, genetic information, or any other basis protected by federal, state, or local laws.

Wildlands Engineering maintains a drug-free workplace.