

Career Opportunity – Transforming Wildfire Resilience

# Utilities Senior Sales / Business Development Manager

## POSITION DETAILS

**Department:** Utilities

**Reports To:** Utilities GM

**Location:** Remote, US | Pacific / Mountain time zone preferred

**Employment:** Full-time

**Travel:** Occasional (typically Northern California or Montana, where offices are located)

**To Apply:** [Submit via this form.](#)

## ABOUT VIBRANT PLANET AND PYROLOGIX

We are a team of leaders in risk analysis, science, forestry, policy, and tech, building cloud-based, data-driven platforms to increase community, landscape, and infrastructure resilience. We see an urgent problem to solve in protecting life and safety, communities, critical infrastructure, and natural resources from wildfire. Our software platforms and analytics offerings modernize the full cycle from analysis to planning to operations to monitoring for land managers, communities, and utilities with AI-driven data development, best-in-class wildfire hazard and risk modeling, and decision support.

Utilities face a growing challenge in managing wildfire risk. This challenge spans their own infrastructure vulnerability, operational disruptions, regulatory compliance, public safety, environmental responsibility, and very large financial impacts from the fires they cause. Pyrologix has been a leader in the fire modeling space for decades, with a long history supporting utility companies on conducting wildfire risk assessments. With our Pyrologix Operational Wildfire Risk (POWR) platform, we model ignition and consequence analysis across a range of weather forecasts, fire scenarios, and strategic community and ecosystem assets.

Vibrant Planet is backed by climate and ecosystem resilience solutions leaders, including Microsoft Climate Innovation Fund, Citi Impact Fund, Cisco, SIG Climate, Earthshot, Elemental Excelsior, Ecosystem Integrity Fund, and Cityrock.

For more information, please visit: <https://pyrologix.com/solutions/utilities/> and <https://www.vibrantplanet.net/utilities>

## ABOUT THE ROLE

Utilities is one of Vibrant Planet's highest growth segments. We already serve flagship utility customers including a top-5 US IOU, a mid-size IOU deploying our operational risk platform, and a growing cohort of small-to-medium utilities. We're looking for a driven, consultative sales professional to help us accelerate growth across this segment.

As Utilities Senior Sales / Business Development Manager, you will own the full sales cycle — from prospecting and pipeline development through to close — for electric utility customers across the US. You will report to the Utilities General Manager and work closely with fire science, product, and customer success teams to communicate differentiated value and close complex enterprise agreements. You will also mentor and manage multiple part-time Sales Associates to support pipeline and outreach activities. You will sell both directly to utilities and through our strategic distribution and integration partners, where co-selling and joint go-to-market are central to scaling this segment.

This is a high-impact individual contributor role for someone who thrives in a startup environment and is ready to build — not just execute — in a fast-growing market.

## KEY RESPONSIBILITIES

### Sales Execution

- Own the end-to-end sales process for utility accounts, from prospecting and qualification through negotiation and close.
- Build and manage a robust pipeline of electric utility customers through targeted outreach, conference engagement, referrals, and partnerships.
- Lead compelling product demonstrations and business case presentations tailored to utility decision-makers.
- Navigate complex, multi-year enterprise procurement cycles, including Wildfire Mitigation Plans (WMP) and regulatory budget processes.
- Maintain accurate deal information, next steps, probabilities, and communications in HubSpot.

### Business Development

- Develop and manage channel and integration partnerships, including co-selling, joint go-to-market planning, and deal coordination to expand reach and accelerate close.
- Identify and pursue new utility customer segments, geographies, and partnership opportunities to expand market presence.
- Represent Vibrant Planet and Pyrologix at industry events, trade shows, and utility-sector forums (e.g. GridFWD, Edison Electric Institute(EEI)). Expect monthly travel.



- Develop and refine sales messaging and collateral in collaboration with marketing and product teams.
- Contribute to the development of sales playbooks and processes as we scale the utilities commercial organization.

#### Team Leadership

- Supervise and coach potentially two Utilities Sales Associate(s) (part-time), providing direction on outreach, qualification, and pipeline support activities.
- Provide field feedback to inform product priorities, science roadmap, and go-to-market positioning.

## REQUIRED QUALIFICATIONS

- Bachelor's degree required; engineering, business, or related field preferred.
- 5+ years of demonstrated B2B sales or business development experience, including at least 2–3 years selling into electric utilities or adjacent infrastructure/energy sectors.
- Proven track record managing full enterprise sales cycles — from initial outreach to contract close — on complex, multi-year agreements.
- Experience selling and communicating the value of highly technical or data-driven products to non-technical buyers.
- Existing relationships with utility decision-makers (wildfire, asset management, operations, regulatory affairs) is a significant advantage.
- Familiarity with the competitive landscape for utility wildfire risk analytics is a plus.
- Strong understanding of how utilities procure technology, manage wildfire risk, and navigate regulatory requirements (WMPs, PSPS, GRC filings) strongly preferred.
- Startup experience and comfort operating in ambiguity; willing to wear multiple hats and build process as you go.
- Exceptional verbal, written, and visual communication skills; strong exec presence.
- Proficiency in HubSpot or equivalent CRM.
- Willingness to travel regularly (~25% time).

## DUTY REQUIREMENTS

- Full-time, year-round employment.
- Remote position with an operational home office and reliable internet.
- Willingness and ability to travel at least 25% of the time.

## COMPENSATION

Competitive market rate cash compensation (salary + performance bonus), plus meaningful equity in a venture-backed company at a positive inflection point.

## BENEFITS

- Health insurance
- Unlimited PTO policy
- 401k
- Company equity (stock options)
- Home office set-up allowance (one-time)

## EQUAL OPPORTUNITY EMPLOYER

Vibrant Planet is committed to diversity. We encourage applicants from all cultures, races, colors, religions, sexes, national or regional origins, ages, disability status, sexual orientation, gender identity, military, or other status protected by law to apply.

We are most interested in finding the best candidate for the job, and that candidate may come from a less traditional background, but have the capacity to grow into and thrive in the position after some mentoring. We encourage each candidate to think broadly about their unique background and skill set and how it may relate to the role.

[Apply for this position here.](#)