

Career Opportunity – Transforming Wildfire Resilience

# Utilities Sales Associate (Part-Time)

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## POSITION DETAILS

**Department:** Utilities

**Reports To:** Utilities GM

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

**Employment:** Part-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

Vibrant Planet is seeking a part-time Utilities Sales Associate to support our growing utility commercial team. In this role, you will work directly with the Utilities Senior Sales / BD Manager to help build pipeline, research prospects, support outreach, and keep our sales operations running smoothly.

This is an excellent opportunity for someone early in their career — or returning to the workforce — who wants hands-on experience in enterprise SaaS sales within the fast-moving utility wildfire risk space. You'll develop skills across prospecting, CRM management, sales communications, and market research, and gain exposure to one of the most consequential technology categories of the decade.

The role is part-time (approximately 20 hours/week) and fully remote.

## KEY RESPONSIBILITIES

### Pipeline Support

- Research and identify prospective utility customers (IOUs, public utilities, co-ops, and municipal utilities) across target geographies.
- Build and maintain contact lists and account records in HubSpot.
- Support initial outreach sequences under direction of the Senior Sales / BD Manager.
- Assist with conference and event preparation — attendee research, scheduling support, and follow-up tracking.

### Sales Operations

- Maintain accurate and up-to-date records across the sales pipeline in HubSpot, including deal status, contacts, and next steps.
- Prepare briefing materials, account summaries, and background research for prospect calls and meetings.
- Track and report on outreach activity metrics; flag pipeline gaps or stale opportunities.
- Assist with formatting and assembling proposals, presentation materials, and RFP responses.

### Market and Competitive Intelligence

- Monitor industry news, regulatory filings (WMP submissions, CPUC proceedings, NERC/FERC dockets), and competitor activity relevant to the utility wildfire risk market.
- Summarize findings and flag opportunities or risks to the commercial team.

## REQUIRED QUALIFICATIONS

- Bachelor's degree or equivalent work experience.

- 1–3 years of relevant experience in sales support, business development, market research, or operations — or a strong transferable background in utilities, energy, or wildfire/environmental sectors.
- Strong organizational skills and attention to detail; able to manage multiple research and administrative workstreams simultaneously.
- Excellent written communication skills; comfortable drafting outreach emails, briefing documents, and summaries.
- Proficiency with CRM platforms (HubSpot preferred) or willingness to learn quickly.
- Curiosity and interest in utility wildfire risk, energy infrastructure, or climate technology; prior knowledge is a plus but not required.
- Self-starter with ability to work independently in a remote, asynchronous environment.

## DUTY REQUIREMENTS

- Part-time, approximately 20 hours per week.
- Remote position with a reliable internet connection.
- Minimal travel expected; some conference support may be requested on an occasional basis.

## COMPENSATION

- Competitive hourly rate commensurate with experience.

## 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.](#)