

JOB DESCRIPTION

Title: Business Development Manager

Zia Natural Gas Company is a local natural gas distribution company (gas utility). Zia currently serves approximately 39,000 customers in the state of New Mexico primarily in Colfax, Dona Ana, Lea, and Lincoln County. Zia also operates Wyoming Gas Company, a sister division in Wyoming serving approximately 7,000 customers. Zia has district offices in Hobbs, Ruidoso Downs, and Las Cruces, NM and in Worland, WY with the Division office located in Ruidoso Downs. Zia Natural Gas Company offers medical and dental insurance, profit sharing, and 401(k) savings plans. Zia is an Equal Opportunity Employer.

The Business Development Manager for Zia Natural Gas Company will be responsible for the following duties:

- Company-wide Advertising Program with the following focus:
 - Natural gas safety;
 - Pipeline Public Awareness;
 - Customer service;
 - Promote energy efficiency and conservation through the increased direct use of natural gas;
 - Promote expansion and conversion to natural gas;
- Energy Efficiency Program Manager;
- Public Awareness Program Activities;
- Participate in public events and local/state-wide initiatives affecting the utility industry;
- Increase/grow business;
- Design Customer Newsletter;
- Website updates;
- Variety of other tasks and projects as requested.

The position will be based out of Ruidoso Downs, NM, but the Business Development Manager must be able to travel to the other districts as well as our utility in Worland, WY.

Qualified candidates must have a minimum of a H.S. Diploma or GED and should have a B.A or B.S in business management or marketing. Qualified candidate must also have a minimum of 1 year of experience working in the utility, energy, construction, or building industry.

Due to federal regulations, Zia's vehicle insurance requirements, and nature of job description, a criminal background check, pre-employment drug screening, and driving record check are required.

Please submit the attached Employment Application with a resumé to the local Zia Natural Gas Company office or email to humanresources@zngc.com with the subject line of Business Development.