



Job Opening

Title Michigan Saves President and Chief Executive Officer

Classification Full-time employment; exempt from overtime

Summary Michigan Saves' president and chief executive officer (CEO) leads the nation's first nonprofit green bank. This person inspires and drives efforts to deliver on the organization's mission to promote accessible, equitable, and just investments in energy efficiency and clean energy to support healthy and thriving communities. A pivotal position in the green banking landscape nationwide, this person accelerates Michigan Saves' impact, particularly in underrepresented communities. The president and CEO builds enduring relationships with the board of directors and local, state, and federal agencies; provides leadership in clean energy, lending, and funding; and manages a team of 11 full-time staff.

Michigan Saves, an independent 501(c)(3), contracts with Public Sector Consultants (PSC) to provide staffing and management services. PSC, a nonpartisan public policy research and consulting firm, is the force behind the creation of Michigan Saves. The nation's first nonprofit green bank sprung from a 2009 grant through the American Recovery and Reinvestment Act to create an innovative energy efficiency and renewable energy financing system. The next year, Michigan Saves was incorporated as a 501(c)(3) nonprofit, led by a diverse board of directors. Once established, the board engaged PSC to staff the organization, leveraging the firm's expertise and history with Michigan Saves to provide steadfast management services to support this flourishing green bank.

Essential Duties

- Executes Michigan Saves' mission and vision as directed by the board of directors and leads the staff to implement the strategic plan
- Brings key leadership skills necessary for organizational development and growth, ensuring long-term sustainability
- Ensures Michigan Saves' fiscal, operations, fundraising, marketing, human resource, technology, and programmatic strategies are effectively implemented across all segments of the organization
- Provides organizational leadership and management, including but not limited to:
 - Supervising, managing, and mentoring staff
 - Serving as the key liaison to the board of directors, various state agencies, and the American Green Bank Consortium

- Overseeing the development, adoption, and execution of the annual plan and budget
- Providing fiscal management that generally anticipates operating within the approved budget to ensure maximum resource utilization and keep the organization in a positive financial position
- Develops and executes a fund development plan for operational capacity and for building more accessible, equitable, and just climate-focused solutions that support healthy and thriving communities. Specific strategies include:
 - Building accessible, equitable, and just funding structures and programs that fill marketplace gaps, growing service offerings for harder-to-reach and disadvantaged communities, and leveraging private financing
 - Pursuing public, private, and foundation grants that support implementation of the strategic plan
- Acts as the principal spokesperson for the organization with leaders at the national, state, and local levels
- Develops relationships with mission-focused foundations, corporations, utility providers, and, as appropriate, public agencies and officials

Qualifications

- A bachelor's degree; preferably a master's degree
- Fifteen years of related work experience
- Strong background in public and/or private investment and development finance
- Passion for a just and equitable clean energy transition
- Knowledge of energy policy preferred
- Experience managing and leading a team

Work Environment

Public Sector Consultants is primarily an office-based work setting with a flexible work location policy depending on the nature of the role. This role is Michigan based, with an expectation that the employee start off in the office a minimum of three days per week for employee onboarding and team relationship building. A dedicated office is provided for employees working from PSC's building at least three days per week, and a docking station is provided to employees who are primarily remote. All employees are expected to be periodically present in person to engage in team, staff, and client meetings as appropriate.

At the office, work is primarily performed indoors, with extended periods (approximately eight hours or more a day) at a computer or on the telephone. The nature of the work has frequent interruptions and requires contact with the public and clients, performance of repetitive tasks, and strong communication skills. While the employee may be required to work beyond traditional business hours, PSC strives for staff to maintain a healthy work-life balance.

Compensation

- Salary commensurate with education and experience
- Eligibility for company profit share
- Competitive medical, dental, life, disability, voluntary vision, and voluntary legal insurance plans
- Company 401(k) contribution
- Paid time off granted upon start date
- Eleven paid holidays per year
- YMCA membership
- Parking pass for downtown Lansing

To Apply for This Position

Submit a cover letter and resume through the job posting on the Public Sector Consultants' website: www.publicsectorconsultants.com/careers. All materials must be submitted as PDF or Word documents. Applications must be submitted by January 9, 2023. If you have trouble with the upload page or have questions about the position, please email: humanresources@publicsectorconsultants.com.

About Michigan Saves

Michigan Saves is a nonprofit dedicated to promoting accessible, equitable, and just investments in energy efficiency and clean energy to support healthy and thriving communities. We operate as a green bank, making affordable financing and incentives available through partnerships with private-sector lenders and energy providers. Importantly, our work centers on addressing gaps to ensure that all Michiganders—no exceptions—can experience the health benefits and financial advantages clean energy offers. We've supported over 20,000 energy efficiency, geothermal, and solar photovoltaic projects in homes, businesses, schools, nonprofits, and municipalities and continue to collaborate with community partners to accelerate and deepen our impact across Michigan.

About PSC

Public Sector Consultants is a certified Women-owned Small Business and a Women's Business Enterprise, and we are committed to creating a space for all voices to be heard and understood. We have served hundreds of government agencies, nonprofits, associations, and regulated industries in our more than 40-year history. We take pride in our role as an independent, nonpartisan public policy consulting firm that is trusted, respected, and engaged in our community. We don't just follow best practice, [we create it](#). PSC strives for excellence in relationships with both clients and colleagues and was recognized as one of the *Detroit Free Press* Top Workplaces in 2020 and 2021, as well as a 2021 winner of Crain's Business Detroit

Cool Places to Work contest. Since our founding in 1979, PSC has built a reputation as the consulting firm of choice for anyone working to better people's lives.

Our mission is to improve the quality of life for residents of Michigan and beyond through the development and implementation of innovative, actionable public policies.

Why Join Our Team?

We know that employees want more than a job—they want to be part of a community. We offer opportunities to take on meaningful work, get involved in the community, grow professionally, and to learn from a diverse network of colleagues. Your time and talent make a difference beyond the office and extend into the community around you. For us, culture is a way of being, bringing our whole selves to work, and showing up for our colleagues—many of whom we call friends. We're more than the work we do, and we've all got social, emotional, and physical lives that flourish with a healthy work-life balance. At PSC, we understand that we benefit from the sum of our individual differences, self-expression, and life experiences. Our clients also benefit from having access to different perspectives and a broad range of problem-solving approaches. It's that rare place where you can be true to yourself and your passions while still working collectively toward an important and common goal—making a difference for our clients and the people we serve. We foster openness and inclusivity, share triumphs, and cultivate lessons learned. The deep care and dedication we have for each other and our communities shines through in our unique personalities and commitment to a job well done. Want to know more? [Learn about](#) why PSC is a great place to work.

It is the policy of PSC to provide equal employment opportunity to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, genetic information, marital status, status with regard to public assistance, veteran status, or any other characteristic protected by federal, state, or local law. Employees are selected based on ability or assessed potential to meet the needs of PSC and the specific job requirements as stated in the job description. In addition, PSC will provide reasonable accommodations for qualified individuals with disabilities.