



## **Energy Efficiency Programs Senior Outreach Lead Oak Brook, Illinois**

As a senior outreach lead for utilities energy efficiency programs with Energy Sciences, you will join our team of degreed energy efficiency professionals helping utility customers take advantage of incentives to reduce energy use in commercial buildings and industrial processes and plants. We are looking for an experienced and talented technical salesperson to lead the technical sales outreach effort to promote and increase participation in our energy efficiency utilities programs custom and standard

### **Your background**

- Three to seven years' experience of commercial and industrial utilities programs outreach and energy efficiency technical sales experiences
- Three to seven years' experience of working closely with utility programs service providers or trade allies
- Familiarity with utility commercial and industrial custom and standard energy efficiency incentive programs including but not limited to:
  - HVAC and HVAC control
  - Energy management
  - Compressed air
  - Lighting and lighting control
  - Refrigeration
- Bachelor's degree in business, marketing, or engineering
- Certified energy manager CEM preferred
- Strong knowledge of HVAC, lighting, compressed air, refrigeration, HVAC control, lighting, and lighting control systems
- Experience and/or strong interest in energy efficiency and/or environmental programs
- Working on-site with customers and service providers installation contractors
- Managing utility programs outreach scope, schedule, and budget



## About you

- Local candidate preferred
- Collaborative, enterprising individual who likes to work in an open team environment
- Excellent team player
- Extremely hard worker and self-starter
- Willing to reset the performance bar and energize the entire team
- Excited about challenging the status quo and offering creative ideas for growth
- Self and highly motivated and able to work with autonomy and independence
- Excellent verbal and written communication skills including experience giving presentations to utility mid-level managers and leadership (upper-level managers, VP, etc.)
- Able to make quick and sound decisions
- Willing to take initiative
- Proactive, responsive, and attentive to needs of the client, client's customers, and other members of the contracting team.
- Enjoy sharing expertise with a diverse team to encourage development and growth
- Believe in making a positive environmental impact

## Day to day

Principally you will be leading the custom and standard commercial and industrial program outreach for a major Midwest electric utility. Responsibilities will include but not be limited to:

- Working with a network of energy efficiency program service providers within a territory to identify, facilitate and expedite energy efficiency opportunities related to HVAC, lighting, HVAC control, lighting control, refrigeration, and compressed air
- Educating service providers how to leverage the energy efficient technology and utilities program for their and their customers' benefits
- Meet or exceed the programs energy savings goal
- Developing and implementing long-term outreach plans for growing energy efficiency work in the designated territory



- Build and maintain relationships with key service providers
- Promote the energy efficiency program within your assigned territory
- Maintain organized project files containing project documentation, correspondence, appropriate reference materials, etc. with support from the internal Coordination and Analytics personnel
- Local travel as required up to 70% of the time
- Responding to service providers inquiries and concerns by phone, electronically or in person to move projects towards completion
- Respond to service providers questions and requests; coordinate with the program subject matter experts; and work closely with the service providers to achieve program goals
- Maintain professional appearance appropriate for a representative of our organization and the utility
- When required, provide written summary reports directly to the customer, and summary reports to the client/Program Manager
- All other duties as assigned

### **Benefits**

We offer a full benefits package, including a health plan, dental and vision, life, a retirement plan, paid holidays, and paid time off, and a competitive salary.

### **More about Energy Sciences**

Energy Sciences is on a mission to create a more sustainable and socially responsible energy future. We value working as a team, questioning the status quo to find new and better ways, doing our work with integrity, as well as taking responsibility and initiative to get things done. We provide professional consulting, training, and energy management services to commercial, industrial, and municipal sectors, delivering customized solutions and sustainable strategies.



Strategize • implement • Save

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### **Additional information**

Energy Sciences is an equal opportunity employer and all qualified applicants will receive employment consideration without regard to race, color, religion, national origin, sex, disability status, protected veteran status or other characteristics protected by law.

To apply, please submit your resume to [info@esciences.us](mailto:info@esciences.us).