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Energy Efficiency Program Outreach Professional / Inspector Berkley, Michigan

As an outreach professional 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 perform technical sales outreach effort to promote and increase participation in our energy efficiency utilities programs.

Your background

- Three to five years of experience of C & I, midstream and downstream utility program outreach
- Energy efficiency technical sales experience
- Three to five years of experience working closely with HVAC equipment, food service equipment and lighting equipment distributors
- Familiarity with utility midstream energy efficiency incentive programs, including but not limited to, midstream lighting program, midstream HVAC program, midstream food service program
- Bachelor's degree or associate degree preferred.
- Certified energy manager (CEM) preferred.
- Strong knowledge of HVAC, lighting, and food service equipment
- Experience and/or strong interest in energy efficiency programs
- Working on-site with customers and distributors

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



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- Self and highly motivated and able to work with autonomy and independence
- Excellent verbal and written communication skills including experience giving presentations to distributors
- 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

Performing outreach and inspections for a major Midwest electric utility. Responsibilities will include but not be limited to:

- Working with a network of distributors within a territory to identify, facilitate and expedite energy efficiency opportunities related to HVAC, lighting, and food service equipment
- Educating distributors 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 distributors
- Promote the energy efficiency program within your assigned territory
- Perform onsite inspection for installed HVAC, lighting and food service equipment
- 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 distributors inquiries and concerns by phone, electronically or in person to move projects towards completion



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- Respond to distributors 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.

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.