



Energy Efficiency Programs Outreach Professional

Oak Brook, Illinois

We are looking for an experienced and talented Outreach Professional to lead the technical sales outreach effort to promote and increase participation in our energy efficiency utilities custom program for commercial and industrial facilities. As an outreach professional for 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 residential and commercial buildings and industrial processes and plants.

This position has a home-based office in the northern Illinois area. Up to 100% local travel is required. A local candidate is preferred.

Your background

- Bachelor's degree in business, marketing, or engineering or related field.
 - Five to ten years of experience with commercial utilities programs and working with energy efficiency service providers or trade allies.
 - Experience and/or strong interest in energy efficiency and/or incentive programs.
 - Outreach and energy efficiency technical sales experience.
 - Familiar with utility commercial energy efficiency incentive programs including: Lighting, HVAC and HVAC control, energy management, compressed air, and refrigeration.
 - Good knowledge of lighting, HVAC, HVAC control compressed air and refrigeration systems.
 - Experience giving presentations to utility mid-level managers and leadership.
 - Managing utility programs outreach scope, schedule, and budget.
 - Experience working with CRMs/Salesforce.
 - Certified energy manager (CEM) preferred.
 - Custom projects experience is preferred
 - Experience in energy efficiency, technical sales, B2B, or construction industry sales
 - Working knowledge of local Energy Efficiency Program
 - Understands the technology segments and product line for the local program
 - Field knowledge of the utilities territory
 - Solid understanding of Lead Management tools and processes Intermediate excel skills including, pivot tables, simple look ups and graphing
 - Apply MS Word document templates and MS PowerPoint templates
 - Use Sharpoint filing system
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Day to day

- *Develop awareness in and adoption of targeted energy efficient technologies, strategic market development, enhanced customer satisfaction, as well as delivering on client goals related to outreach activity and energy savings.*
 - *Develop a comprehensive understanding of the business customer base.*
 - *Develop and implement long-term outreach plans for growing energy efficiency work in the designated territory for customers and trade allies.*
 - *Integrate program offerings into customer operations to improve customer service and satisfaction.*
 - *Recruit and work with a network of energy efficiency program service providers and trade allies within a territory to:*
 - *Build a base of "registered" Trade Allies specific to the specified programs.*
 - *Ensure they are fully aware of how to participate in the program.*
 - *Identify, facilitate, and expedite energy efficiency opportunities related to lighting, HVAC, HVAC control, refrigeration, and compressed air.*
 - *Educate on how to leverage the energy efficient technology and utility programs for their and their customers' benefit.*
 - *Encourage effective marketing of programs.*
 - *Build relationships and engage with distributors.*
 - *Work in cooperation with other energy efficiency programs to move projects forward and follow-up on leads.*
 - *Perform event planning, coordination, and presentations of programs.*
 - *Maintain organized project files containing project documentation, correspondence, appropriate reference materials, etc.*
 - *Prepare weekly, monthly, and quarterly activity reports and track progress towards program goals.*
 - *Plan and deliver presentations at meetings and training events for trade allies and other marketing channel partners, customers, clients, and others*
 - *Build relationships with assigned groups and organizations through a variety of media*
 - *Execute elements of trade ally training program*
 - *Implement marketing tactics for energy efficiency programs directed toward key constituencies*
 - *Assess individual market opportunities and adapt diverse tactics to motivate audiences to action and establish metrics for gauging impact*
 - *Work closely with marketing and outreach team to monitor program results and develop recommendations to improve the program as needs are identified.*
 - *Maintain excellent client relations.*
 - *Understands customer and Trade Ally needs*
 - *Cares for Trade Allies, contractors and customers and provides solutions that support their needs;*
 - *Voice of the customer and trade ally*
 - *Clearly communicate to client status of their portfolio of business*
 - *Understand the customer's ROI, knows their business drivers*
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- *Identifies customers' needs within a sales context*
- *Provide logistical support for marketing/sales meetings and events*
- *Provides resources and support for Trade Allies, contractors and customers*
- *Educate Trade Allies, contractors, and customers about the program*
- *Explain technical information for non-technical audiences*
- *Understands and appropriately applies local program policies*

About you

- *You are a collaborative, enterprising individual who likes to work in an open team environment.*
- *You are a team player.*
- *You are a highly motivated self-starter who takes initiative.*
- *You can raise the performance bar and energize the entire team.*
- *You are excited about challenging the status quo and offer creative ideas for growth.*
- *You are a hard worker who can work with autonomy and independence.*
- *You have excellent verbal and written communication skills.*
- *You are able to make quick and sound decisions.*
- *You are able to develop solutions to a variety of complex problems.*
- *Effectively communicates with trade allies & customers*
- *Leads large meetings, trainings and PR events*
- *Provides direction to junior team members*
- *Be an example for more junior Outreach Professionals*
- *Communicates with impact, authenticity and empathy*
- *Able to work under tight deadlines*
- *Competent and compliant with sales data tracking systems*
- *Strong written and verbal English communication skills*

Benefits

We offer an excellent full-time benefits package including DAY 1 benefits (medical, dental, vision, life, STD, LTD) a retirement plan with match, profit sharing, 13 paid holidays and 120 hours of paid time off starting in year 1.

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.

If you are interested in applying, please submit your resume to info@esciences.us.
