



Outreach Professional

Michigan

As an Outreach Professional with Energy Sciences, you will join our team of degreed and licensed engineers, scientists, and energy efficiency professionals to meet the energy use challenges of commercial and industrial facilities. We're looking for experienced and talented technical team members to assist our clients, from small businesses to Fortune 500 companies, in making their building systems work, identifying energy-saving opportunities, reducing waste, and saving money. You will play a key role in a growing company dedicated to driving our vision of a sustainable and socially responsible energy future, working in an exciting, collaborative environment.

This position has a home-based office and requires periodic travel within Michigan.

Your Background

- Minimum of 3 years of sales or customer acquisition experience (energy or related industries preferred).
- At least 3 to 5 years of related experience, preferably working with commercial and industrial clients or in an industrial setting.
- Bachelor's degree in a related field, 5+ years of experience may be considered in lieu of a degree.
- Proven customer service and communication skills, both written and verbal. The ability to listen, motivate, and empathize.
- Technical or consultative sales experience preferred; adept at effectively explaining and encouraging interest in utility program offerings.
- Strong computer skills.
- Strong analytical and problem-solving skills.
- Excellent negotiation and presentation skills.
- Experience working with CRMs/Salesforce
- Ability to travel to work sites as needed.

Preferred Additional Experience

- Technical training (CEA, CEM, LEED, PMP, etc..).
- Familiarity with utility incentive programs.
- RCx and compressed air programs/system experience is a plus.

Day-to-Day

- Develop and implement long-term outreach plans to promote the designated territory's energy efficiency program.
- Develop relationships with end customers in the commercial, industrial, medical, and other vertical markets to engage them in utility energy efficiency programs and assist them in strategies to leverage those programs to benefit their business.
- Develop awareness in and adoption of targeted energy-efficient technologies, strategic market development, enhanced customer satisfaction, and delivery on client goals related to outreach activity and energy savings.
- Generate leads from cold calls, networking, building, and leveraging relationships within the energy efficiency program vendor network.
- Represent the energy efficiency program requirements thoroughly and accurately.
- Assess individual market opportunities and available data, adapt diverse tactics to motivate audiences to action, and establish metrics for gauging impact.
- Develop a comprehensive understanding of the business customer base - understand customers' needs, maintain excellent relations, and provide solutions that support them.
- Explain technical information to non-technical audiences.
- Attend events and coordinate presentations of programs for customers, clients, and others.
- Collaborate with the marketing team on tactics for energy efficiency programs directed toward key customer segments.
- Work closely with the marketing and outreach team to monitor program results and develop recommendations to improve the program as needs are identified.
- Assist in meeting or exceeding programs' energy savings goals through customer acquisition and project coordination.
- Work in cooperation across departments to move projects forward.
- Use effective communication skills with people in various roles, including industrial service providers, staff, and managers in industrial settings and corporate stakeholders, to identify energy efficiency projects and encourage implementation.
- Maintain organized project files containing project documentation, correspondence, appropriate reference materials, etc.
- Overall coordination of energy projects through the incentive administration process from beginning to end.
- Provide regular reporting of lead generation, project status, program KPIs or other data as directed by Program Management.

About You

- General familiarity with, and passion for, energy and efficiency.
- Focus on customer engagement with the ability to build trusting long-term working relationships.
- Strong interpersonal skills with the ability to interact comfortably with external customers.
- Demonstrated awareness of sensitive communications, client/end-user dynamics, and a capability for diplomatically working through issues.
- Self-directed and able to work independently and collaborate with others to drive execution, solve problems creatively, and foster innovation among teams. Able to work effectively both independently and in a team environment.
- Critical thinking skills with exceptional problem-solving skills.
- Excellent verbal and written communication skills.
- Exceptional organizational skills. Ability to set priorities and coordinate multiple projects, customers, deadlines, and demands.
- Proficient with MS Office and Salesforce, understanding and using SharePoint features and reporting abilities.
- Proactive, resourceful, and highly motivated with the ability to achieve results.
- Knowledge of industrial facilities/systems, how energy efficiency applies to these systems, and Demand Side Management are plusses.

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, and 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. 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.