

**Job Posting Announcement:
Senior Energy Specialist
Michigan**

About Evergreen Consulting Group

Evergreen Consulting Group is a virtual full-service energy-efficiency consulting firm. We employ consultants experienced in advancing energy-efficiency initiatives for a wide array of clients. Our consultants are in strategic locations around the western United States.

We are a supportive team that rewards individual initiative and performance. We have a progressive culture that embraces work-life balance while working in a virtual office environment from your home. This winning combination has resulted in repeated selection among the top companies on Oregon Business Magazine's list of 100 Best Companies to Work for in Oregon.

Successful candidates:

- are highly detail oriented with exceptional organizational skills
 - respond quickly to inquiries and attend to details
 - are self-motivated with a demonstrated independent work history
 - work collaboratively with clients and customers to exceed expectations
 - demonstrate interest and/or experience in energy efficiency
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Position Description: Senior Energy Specialist - Michigan

We are seeking an individual located or willing to relocate to Michigan. This individual will lead the support, training and assistance of electrical and mechanical contractors, distributors, manufacturer representatives, and other market actors to propose, sell and complete energy efficient commercial and industrial (C&I) projects in Michigan and act as an account manager for customers. They will also work closely with key C&I customers to support energy efficiency projects with a focus on customer satisfaction. Relationships with and the motivation of trade allies, customers and program partners is a key element of the position, which requires regional travel. The successful applicant will be a self-starter and will be highly organized with good communication skills.

Key Responsibilities:

- Provide commercial and industrial technical assistance to lighting and non-lighting trade allies, business customers, utility representatives and others;
 - Mentor and guide other staff in field work with contractors;
 - Lead calls with trade allies and their business customers to sell energy efficiency projects;
 - Conduct on-site training with trade ally and/or utility representatives for energy efficiency technologies and energy analysis software tools;
 - Conduct training for other staff to help promote and understand energy efficiency technologies;
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- Assist trade allies to conduct accurate scoping studies, use utility analysis tools and present successful customer sales proposals;
- Work with contractors, distributors and others to understand and promote energy efficiency incentive programs; Recruit new trade allies to participate in the program;
- Participate and perform in company trainings, communications and program planning efforts to drive successful results to meet client needs;
- Define and develop sales, marketing and communication plans for regions that support the local trade allies and incentive program;
- Maintain accurate project tracking records to document commercial, industrial, and multifamily efficiency projects that have been influenced, identified, and completed through energy efficiency programs.

Position Qualifications:

- Minimum of five (5) years' experience in electrical, mechanical or energy efficiency industry, and/or lighting design, lighting distribution and/or non-lighting applications;
- Extensive experience in lighting or non-lighting technology applications a plus and/or utility marketing field is required; field sales experience beneficial.
- Demonstrated knowledge of and experience in lighting and non-lighting technologies for energy efficiency purposes;
- Exceptional problem-solving skills and a bent towards innovative solutions;
- Self-starter who is highly detail oriented, organized and goal focused;
- Excellent verbal, interpersonal and written communication skills, past sales experience with utility or energy conservation is a plus;
- Microsoft Office applications proficiency;
- Likely to have moderate local travel requirements;
- Working remotely in virtual office environment.

Preferred Skills/Experience:

- High School diploma with some higher education or vocational training specializing in lighting, energy efficiency, or the utility marketing field;
- Knowledge and experience in additional energy technologies and in the commercial & industrial marketplace, a plus;
- Previous home office experience helpful but not required;
- Valid driver's license, dependable transportation along with verifiable insurance is required.

Physical Efforts: May be physically demanding, depending on tasks, such as:

- Long periods of standing/walking on rough/uneven surfaces;
 - Sitting for extended periods at a computer;
 - Walking through large scale facilities while looking up in order to count fixtures;
 - Climbing to 100' on steel framework/platforms/ladders (rare);
 - Vision – near/far;
 - Spatial ability/depth perception/color discrimination;
 - Speak/hear. Provide clear, accurate communication, hear telephone & warning devices.
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The Company will make reasonable accommodations, which will allow the employee to perform the position's essential job functions.

Environmental Conditions:

- Around high noise levels and energized electrical equipment (at times);
- Moving mechanical parts (at times);
- Perform work in all weather conditions;
- Driving up to 3-4 hours on paved/unpaved roads.

Other Requirements:

- Valid driver's license
- Dependable transportation along with verifiable insurance
- Drug Test – must pass pre-employment drug screen
- Pre-employment background check
- Location: Michigan

Benefits: Compensation is very competitive and commensurate with experience in the industry. Company benefits include full employee medical/dental/vision coverage plus short & long term disability and life insurance, paid-time off, holiday pay, company contribution to 401(k) program (after three months of successful employment), discretionary bonuses, professional association expenses and development/training support. Evergreen is currently a "virtual" company and includes other non-tangible benefits for top performing employees.

Evergreen Consulting Group is an Equal Opportunity/Affirmative Action Employer

Candidate cover letter and resume should be received no later than Friday, September 25th to:

Phoebe Dineen, Director of Operations
careers@evergreen-efficiency.com
www.evergreen-efficiency.com
