



Title: **Energy Consultant**, Energy Services Team

Location: El Dorado, Amador, Calaveras, Alpine, Tuolumne, and Mariposa counties with occasional trips to Placer and Nevada counties. Monthly meetings in Truckee are also required.

Start Date: August 28th, 2017

Type: Full time, Monday through Friday

Open until: Filled

Summary of Position:

Sierra Business Council is seeking an enthusiastic, customer service oriented professional to support our growing Energy Services team. The SBC Energy Services team is currently under contract with Pacific Gas and Electric Company to implement the Sierra Nevada Energy Watch – a local government partnership with PG&E to help small/medium sized businesses and municipalities reduce their energy use through the installation of energy efficiency technologies.

Energy Consultants are at the core of SBC's Energy Service Team and work under the direction of the Program Director. They are responsible for representing our services to our customers and working with skilled trade professionals (e.g. C-10, C-20, C-38) to develop leads, pre-assess projects, build customer proposals, and maintain strong professional relationships with customers, contractors and program partners. The ideal candidate will have a strong customer service background, preferably in sales and construction trades. SBC offers a competitive salary, benefits package, and generous paid vacation.

Essential Functions and Responsibilities:

- Manages, tracks, and facilitates multiple energy efficiency projects at once
- Continually self-educates on the latest energy efficiency technology
- Performs energy assessments of small/medium-sized businesses and public agencies
- Prepares and presents proposals to customers
- Coordinates post installation audits
- Performs quality control inspections and conducts customer satisfaction surveys
- Develops and maintains relationships PG&E Energy Efficiency Service and Sales staff
- Assists with coordinating and staffing public events, workshops and meetings

Minimum Qualifications:

- Comfort and experience with door-to-door "cold calling" with business customers
- Proficiency with software including MS Office, Word, PowerPoint and Customer Relationship Management software
- Ability to handle multiple projects simultaneously within strict time constraints
- Ability to exercise discretion, independent judgment and work independently
- Positive attitude and strong focus on teamwork
- Comfort level with uncertainty, change and new procedures



- Advocate of socially responsible values especially within the Sierra Nevada region
- Bachelor's degree or equivalent work experience
- Possession of a registered and insured personal vehicle and a valid California Driver's License

Preferred Qualifications:

- Experience conducting energy audits in commercial facilities
- Knowledge of energy efficiency technologies including lighting and refrigeration
- Minimum three years of sales experience
- Knowledge of IOU and CPUC energy efficiency programs
- Prior energy efficiency experience working with small and medium-size businesses and municipalities

Salary: Range \$40,000 - \$44,000 (DOE)

Physical Requirements:

This position requires walking through buildings to perform energy audits which may at times involve climbing a ladder and walking up multiple stories of stairs. The position also involves sitting at a computer for up to 8 hours per day and may require the ability to lift 30 pounds. Travel for this position is frequent and may involve some weekends and overnight stays.

About Sierra Business Council:

Sierra Business Council (SBC) is a nonprofit organization with a mission to foster thriving communities through “on-the-ground” projects that promote, develop and amplify the regions social, environmental and economic capital. We pioneer and demonstrate innovative approaches and solutions to increase community vitality, environmental quality, economic prosperity, and social fairness in the Sierra Nevada. Through innovation, integrity, and respect, Sierra Business Council harnesses these opportunities by implementing projects that demonstrate proactive and positive adaptations to a shifting environment, economy, and population. These projects will empower the Sierra Nevada to become the best place to raise a family, seek adventure, learn, engage in community, grow a business, and find meaningful work – a place of hope and accomplishment.

Please send resume, cover letter to careers@sierrabusiness.org with subject: Energy Consultant.

For additional information about Sierra Business Council please visit: www.sierrabusiness.org.