

**Job Posting Announcement:  
Energy Outreach Specialist  
Utah**

<https://evergreen.hua.hrsmart.com/hr/ats/JobSearch/viewAll>

**About Evergreen Consulting Group**

Evergreen Consulting Group is a virtual full-service energy-efficiency firm. We employ experts experienced in advancing energy-efficiency initiatives for a wide array of clients. Our team members 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
- Demonstrate expertise in the following areas:
  - Technical knowledge of residential HVAC, Plumbing and Electrical systems
  - Building and maintaining relationships in a sales environment
  - Experience with electric utility energy efficiency rebate programs as a customer, contractor or implementor

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**Position Description: Energy Outreach Specialist**

We are seeking an experienced individual located in Northern Utah looking to make a lasting impact in the community. The perfect candidate will have a passion for meeting the needs of our clients and partners. Your day to day will be to support, train and assist HVAC residential contractors, distributors, manufacturer representatives, retailers and other market actors collectively known as trade allies. Providing education and training opportunities with trade allies to propose, sell and complete energy efficiency products and services for residential utility customers and solutions. You may also work directly with utility customers to support energy efficiency projects with a focus on customer service and satisfaction. Building relationships with and motivating trade allies, customers and program partners is a key element of the position, which requires local and regional knowledge as well as travel. The successful applicant will be a self-starter, will be highly organized with good communication skills and with a focus on meeting the needs of our clients.

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### **Key Responsibilities:**

- Provide technical assistance to HVAC, retail and other trade allies, customers, utility representatives and stakeholders
- Support sales efforts with trade allies and their customers to sell energy efficiency projects
- Conduct on-site training with trade ally and/or utility representatives for energy and energy efficiency initiatives, programs, and tools
- Work with contractors, distributors, and other market actors to understand and promote energy efficiency incentive programs
- Recruit new trade allies to participate in the energy efficiency programs
- Participate and present in company and industry 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 programs
- Maintain accurate project tracking records to document relationship management, sales efforts, and training and energy efficiency activities

### **Job Requirements:**

- Experience in sales, networking, utility and/or energy-efficiency industries, HVAC and/or utility marketing
- Direct field, outside and/or professional sales experience beneficial; Demonstrated knowledge of and experience in home services, HVAC and/or supply channel technologies in an energy or utility environment is a plus
- Problem solving skills and ability to discover and implement innovative solutions
- Self-starter who is highly detail oriented, organized, a team player and goal focused
- Excellent verbal, interpersonal and written communication skills, past sales experience with utility or energy conservation is a plus
- The ability to work well in a virtual independent and team setting and provide exceptional customer service both internally and externally a plus
- Microsoft Office, CRM and general software applications proficiency
- Partial US regional travel and extensive local travel required, including use of personal vehicle. Some overnight stays may be required

### **Preferred Skills/Experience:**

- High School diploma with higher education or vocational degree, certification or training specializing in sales, marketing, HVAC, construction management, energy efficiency, and/or the utility industries, preferred
  - A college degree is not required, but candidates must demonstrate continued education towards in alignment with their career goals
  - Preferred minimum 3 years' experience in utility, HVAC, construction, electrical, sales and/or energy efficiency industries
  - Previous home office, remote work experience helpful but not required
  - Valid driver's license, dependable transportation along with verifiable insurance is required.
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**Physical Efforts: May be physically demanding, depending on tasks, such as:**

- Long periods of standing/walking on rough/uneven surfaces
- Sitting or standing for extended periods working on a computer
- Driving of personal vehicle daily and/or over long distances regionally
- Ability to occasionally travel via commercial airlines
- Speak/hear. Provide clear, accurate communication, hear telephone & warning devices.

**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

**Benefits:** Compensation is competitive and commensurate with experience in the industry. Company benefits include full employee medical/dental/vision coverage plus short- and 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, position related professional association expenses and development/training support. Evergreen is a “virtual” company and includes other non-tangible benefits for top performing employees.

***Evergreen Consulting Group provides equal employment and affirmative action opportunities to applicants and employees without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, or disability.***

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