

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

In order to be considered for this position you must apply here:
<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
-

Position Description: Energy Field Specialist

We are seeking an individual located in Utah. This individual will support, train and assist electrical and mechanical contractors, distributors, manufacturer representatives, and other market actors collectively known as trade allies. We train them to propose, sell and complete energy efficient commercial and industrial (C&I) projects within local utility programs. They will also work closely with key utility 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 technical assistance to lighting and mechanical trade allies, business customers, and utility representatives;
 - Support sales calls with trade allies and their business customers to promote energy efficiency projects;
 - Conduct on-site training with trade ally and/or utility representatives for lighting technologies and lighting analysis software tools;
 - Support utility customers through technology education, site auditing and reviewing proposals as needed;
-

- Assist trade allies to conduct accurate scoping studies, use utility analysis tools and present successful customer sales proposals;
- 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;
- Maintain accurate project tracking records to document energy efficiency projects that were identified, influenced, and completed through energy efficiency programs.

Position Qualifications:

- Experience in mechanical HVAC systems and/or lighting field required; field sales and energy efficiency experience a plus;
- The ability to network with mechanical manufacturers and build HVAC distributor relationships;
- The capability to work well in a virtual team setting and provide exceptional customer service;
- Problem solving skills and ability to discover innovative solutions;
- Self-starter who is highly detail oriented, organized and goal focused;
- Excellent verbal, interpersonal and written communication skills;
- Microsoft Office applications proficiency;
- Partial US regional travel and extensive local travel required. Some overnight stays will be required.

Preferred Skills/Experience:

- High School diploma with higher education or vocational training specializing in mechanical, energy efficiency, lighting or the utility marketing field;
- A college degree is not required, but candidates must demonstrate continued education towards alignment with their career goals;
- Preferred three to five years' experience in electrical or energy efficiency industry, HVAC/Mechanical applications and/or lighting design and distribution;
- Knowledge and experience in additional energy technologies in the C&I marketplace;
- Previous home office experience a plus;
- 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.
-

The Company may 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

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 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.

Candidates must apply online <https://evergreen.hua.hrsmart.com/hr/ats/JobSearch/viewAll> to receive consideration.
