

## Energy Auditor/Sales



### Job Description:

An established Energy Efficiency Company is looking to expand its ranks. We are looking for intelligent detailed Energy Auditors with a strong building or construction background. This is an opportunity to get in on a rapidly growing efficiency company working in the residential and small business space. We help consumers and small businesses save money, live more comfortably and stay healthy. Our focus is primarily energy efficiency, but we want to be fluent in all aspects of home improvement.

We are looking for Sales Professionals who have a strong background in residential buildings, construction and home improvement. Ideally, you will already have a BPI and/or a HERS certification. Strong candidates without a BPI or HERS should still apply - if you understand buildings and people, we'll teach you what you need to know about energy efficiency. Solar experience of any kind is a plus

### Tasks will include:

- Energy Auditing - You will be responsible for performing all phases of energy audits:
  - walk-through assessments
  - full energy audits with blower door, combustion safety & IR Camera Analysis
  - software calculations and final Reports
  - Test-Out reports after weatherization has been completed
  - BPI Certification is Required
- Recommendations & Estimations:
  - Based on the findings of an energy audit, make recommendations
  - Work with subcontractors to generate estimates
  - Write up proposals and contracts
  - Preparing change orders when work scopes change
- Educate and the homeowner and sell the work
  - Follow up presentations
  - Addressing objections and concerns
  - Closing follow-on work

### Qualifications:

- Engineering or science background is helpful
- Experience in building construction, repair and maintenance.
- Customer service or sales background is helpful
- Must have excellent driving record and reliable car
- Drug, alcohol and a background testing maybe required
- Good communication skills are a must.
- Computer skills are a must
- Building Performance (BPI), LEED or RESNET/HERS training helpful, but not required. We'll train the right candidate.
- Solar sales, design or installation experience is a plus

Initially the auditor will be hired as a trainee and paid hourly. Upon completion of Green Audit's competency test, the auditor will be eligible for commission. Evening and weekend work will be required to meet with customers and complete some audits. No more than 2 weekend audits per month will be scheduled. The auditor will be responsible for 5-6 audits per week and follow up appointments with customers. The audit schedule will be set by Green Audit USA. 80% of the audit appointments will be provided by Green Audit USA, 20% are expected to be self-generated or referral generated audit appointments.

Follow up appointments are scheduled by the auditor based on availability of the auditor and the customer.

The successful Energy Auditor will earn over \$100k annually by achieving their sales goals.

Basic Tools to be provided by Energy Auditor:

- Laser measure
- Cordless Drill
- Flashlight
- Digital Camera
- Clipboard

About Green Audit USA ([www.greenauditusa.com](http://www.greenauditusa.com)) – We are a rapidly expanding company in the green and efficiency movement operating on Long Island in Nassau, Suffolk and Queens counties of New York. We perform energy audits, retrofits and solar installations for residential customers on Long Island. We follow this up with a comprehensive set of services that allows our customer to work with us for all of their energy efficiency needs. We have added Solar sales and installation this last year making us the only Long Island company able to offer both energy efficiency and Solar to homeowners throughout Long Island.

If you are interested in this position, please send an email with your resume and a cover letter to [jobs@greenauditusa.com](mailto:jobs@greenauditusa.com).