

Commercial Energy Consultant - Field Based

Technical Services · Springfield, Massachusetts (Remote)

[CET](#) is looking for a commercial energy auditor/consultant to conduct audits and assist commercial customers in completing projects that result in calculated estimated savings including weatherization and electrification measures for their business. The consultant works with contractors to complete proposed projects, and utility partners on available savings incentives. The consultant achieves implementation goals in motivating customers to implement recommendations.

Job Responsibilities:

- **Energy Assessments:** Conducts energy assessments of business and facilities and analyzes assessment data. Quantifies savings on weatherization and equipment and produces reports that document the recommendations. Completes the required number of assessments
- **Project Management:** Remains up to date on the progress of all projects and deliverables, working with the sales team as appropriate. May locate industry contractors. Manages numerous projects simultaneously. Ensures that customer projects comply with appropriate utility program requirements to qualify for program incentives or rebates. Enters data generated by assessments into appropriate databases.
- **Heat Pump Consultations:** Educates customers about heat pump technology and energy efficiency benefits, reviews existing mechanical systems, and advises on what approaches a contractor may take to proposing a project for their space. Recommends appropriate available incentive funding.
- **Sales and Relationship Development:** Achieves sales by communicating to the customer the results of the energy assessment and recommended energy savings measures. Maintains ongoing relationships with customers for future opportunities. Pursues opportunities for similar assessments for customer's other facilities. Identifies and installs ISM's (Instant Savings Measures such as aerators, showerheads, thermostats, etc.) or schedules future installation dates.
- Travels widely throughout Massachusetts, and occasionally neighboring states (up to 40% of work week).
- Maintains membership in appropriate industry trade associations and maintains ongoing professional development. Other duties as assigned.

What We Offer

This is a full-time salary exempt position. This job comes with excellent [benefits](#) including vacation, holiday, and personal/sick time; medical, dental, and vision insurance; life insurance; disability insurance; and a retirement plan with a company match. CET provides a monthly \$85 stipend for your home internet and/or phone expenses. We cultivate a friendly and supportive environment to help us achieve our mission impact goals.

What You Offer

- Minimum 2-4 years of experience working in a field related to energy efficiency, with prior commercial or residential energy auditing experience or experience with selling commercial building services, air source heat pumps or other energy efficient HVAC equipment preferred (with a record of achieving assigned sales goals).
- Preferred 1 year of experience working in a field related to solar or HVAC.
- Must have comfort with delivering in-person and virtual informational and sales presentations.
- Preferred 1 year of experience training and educating internal or external partners in a business environment.
- Must have excellent written and verbal communication skills.
- Must be organized and have the ability to work independently.
- Work style should be flexible, reliable, self-directed.
- Must be reliable, hardworking, and trustworthy, and display leadership skills.
- Must be able to conduct site visits involving lifting up to 50 lbs, climbing ladders and using technical equipment and tools.
- Passion for the environment, community involvement, and a desire to make a difference in a not-for-profit industry is a big plus.
- Bilingual English-Spanish is a plus.

We are committed to racial justice and inclusion and we are looking for someone who can contribute to the diversity to the CET team by bringing their insights and life experience to support our work in historically underserved communities and our success mitigating climate change. Bilingual English-Spanish candidates are strongly encouraged to apply. Your role is:

- Participate in required and elective training and development opportunities.
- Use cultural competency in your interactions with customers and coworkers to foster inclusion and support diverse identities.

About Us

For nearly 50 years, [CET](#) has helped people and businesses save energy and reduce waste. The need to tackle climate change and build a just and equitable transition to the low-carbon economy is more urgent than ever!

We partner with city and state agencies, utilities, homeowners, and business owners across the U.S. to build a just and equitable transition to the low-carbon economy. For all of our work, we bring together a diverse team of environmental specialists, building scientists, engineers, sales, operations, and communications specialists to implement cost-effective and lasting solutions. We're a hands-on, action-oriented organization—everyday someone on our team is:

- Conducting residential and commercial energy audits and advising building owners on efficiency and electrification opportunities;
- Keeping used building materials out of the landfill and redirecting them to our store, EcoBuilding Bargains;
- Helping businesses reduce waste, including improving recycling or implementing wasted food diversion programs;
- Advising architects and homeowners on LEED or passive house design;
- Working with a municipal electric utility to build innovative financing and incentive programs to accelerate electrification;
- Designing outreach materials that help make green make sense for our target audience.

CET is able to hire people who reside in these states: AR, CO, CT, DE, FL, GA, MA, NJ, MN, MT, NC, NH, NY, RI, SC, VT. If you do not live in one of these states, we will not be able to consider your application.

CET is an equal opportunity employer and provider. We strive to for a welcoming and inclusive environment. Diverse applicants are encouraged to apply. You may include military service assignments and any verified work performed on a volunteer basis.