

TRC Advanced Energy (TRC) is a nationally known energy efficiency consultancy. TRC collaborates with clients to develop and implement market transforming programs and initiatives that promote energy efficiency, renewable energy, and green building in multiple market sectors across the US and around the world. These initiatives reduce energy costs, improve the health and safety conditions of buildings, while also helping the environment by reducing greenhouse gas emissions. TRC acts nationally to address some of our country's most challenging problems: global climate change and energy independence.

Are you passionate about saving the planet one small business at a time? Do you enjoy helping people save energy, reducing carbon emissions, and learning about cutting edge technology?

Join our team that focuses on working with small businesses and commercial customers to reach California's decarbonization goals. Our comprehensive list of opportunities for customers includes gas to electric HVAC systems and water heaters, electric vehicle chargers, smart thermostats, refrigeration equipment, high efficiency lighting, and commercial kitchen equipment. As an ambassador for utility savings programs, you identify upgrades for small to medium business owners can that lower utility costs and reduce the impact on our environment.

In this role, you are the primary contact working with interested customers and contractors, perform in-person assessments, develop proposals, verify proper equipment installation, and provide technical assistance. This role offers many opportunities for the individual with a passion for engaging with customers to make a positive impact in the community.

In order to qualify for the role, you must be in the Sacramento, CA area or willing to relocate.

JOB DUTIES: As a member of TRC's Advanced Energy team working from the Sacramento area, your responsibilities will include:

- Perform energy assessments of small businesses and small commercial customers to identify energy efficiency, fuel switching, EV, and demand response opportunities.
- Coordinate and building relationships with customers and building contractors, working on program details including scheduling assessments and sharing results.
- Use proprietary assessment software to record existing system conditions during a property walkthrough and making upgrade recommendations.
- Actively engaging with participants, trade groups, and associations to promote program offerings and services.
- Work with operations and project coordination staff to populate CRM database and provide accurate project documentation.
- Develop and maintain program-eligible measures. This will involve identifying equipment or technologies with high energy savings potential and estimating the energy savings and cost-effectiveness of eligible measures.
- Conduct outreach, which may include travel, within the territory using your personal vehicle (mileage and travel costs will be reimbursed).

REQUIRED SKILLS:

This role is performed entirely within the state of California. Selected candidate must live in, or be willing to relocate to, California upon acceptance of the position.

- Proven experience in energy assessments with utilities, energy services companies, or incentive program implementers
- Customer service focus, prompt, and ethical
- Working knowledge of commercial energy systems and technologies, including HVAC experience

- 1+ years' experience performing energy savings calculations for energy savings and efficiency improvements
- Experience with developing detailed project proposals incorporating comprehensive energy measures and recommendations.
- Possesses exceptional organizational and interpersonal skills, with a strong ability to lead and make informed decisions.
- Adept at navigating collaborations with diverse teams, including commercial contractors and driving projects to successful outcomes
- Data collection experience from site visits recognizing equipment and collecting information on existing in place energy systems (HVAC, Lighting, Water Heating, Electrical Infrastructure, etc.)
- Ready to learn and positive attitude
- Strong communication skills including the ability to work with diverse commercial business customers and commercial contractors
- Proficiency in Microsoft Excel, Word, and the ability to learn to use proprietary customer relationships management (CRM) systems
- Valid, unencumbered United States driver's license

DESIRED SKILLS:

- 3+ years proven experience in energy assessments with utilities or energy contracting firms
- Knowledge of local laws and relevant building and energy conservation codes
- Ability to manage competing priorities and deadlines
- Spanish communication skills

This position is based in our Rancho Cordova office, with regular site visits to businesses in the Sacramento area. This role requires a presence in the office to facilitate close collaboration with the team and to ensure effective management of site assessments and client interactions.

Compensation:

In accordance with California state law, the following compensation range is applicable for the job and location associated with this requisition: \$60,000 - \$85,000. Compensation will vary based upon experience, education, skill level, and other compensable factors.

Benefits: TRC offers the following benefits for this position, subject to applicable eligibility requirements:

- Medical/Dental/Vision/Life Insurance
- Paid holidays plus Paid Time Off
- 401(k) plan and contributions
- Long-term/Short-term Disability