



## Slipstream Residential HVAC and Electrification Outreach Manager Job Description

You can make a difference for climate and equity.

Slipstream is a national, mission-driven organization that accelerates climate solutions. For everyone. We are seeking a **Residential HVAC and Electrification Outreach Manager** who can empower and excite HVAC market actors to accelerate the programs we deliver for utility and government clients to advance clean energy and equity for all.

Are you passionate and excited about building a clean energy future? Have you forged relationships with diverse stakeholders to advance shared goals? Do you have top-notch verbal and written communication skills and are comfortable working with manufacturers, distributors, contractors, and/or educators? Do you enjoy presenting in front of groups? Are you organized, detail-oriented and able to prioritize multiple assignments to meet deadlines? Then Slipstream needs you.

We partner with governments, philanthropies, and utilities to discover, test, and scale new solutions that save - and decarbonize - energy. We collaborate with communities of color, rural communities, and tribal nations to address historic inequities in the health and economic benefits of clean energy. We're optimistic, inclusive, and ambitious about our impact.

Our ideal Residential **HVAC and Electrification Outreach Manager** has experience in sales, service, and/or building partnerships or interest in introducing new energy efficient technology to HVAC contractors and distributors to support energy efficiency or clean energy programs in the residential and light commercial market. Show us how you engage and collaborate with market actors to drive excitement around residential electrification.

You are great at building relationships with technical and non-technical collaborators. You are interested in presenting in-person and virtually for groups. You've got analytical and critical thinking skills. You enjoy tracking and reporting on key performance metrics that measure program impact. You thrive in a collaborative work environment but are also able to work independently to accomplish your goals.

We welcome candidates from different backgrounds. **While our physical offices are in Madison, WI and Chicago, IL, we have remote staff in many other states and invite candidates from around the Midwest, though location in \*Michigan\* is preferred. Travel within Michigan will be required as part of this position.**

What you'll do:

- Build and maintain relationships and regular communications with manufacturers, distributors, and contractors in the residential HVAC market.
- Manage, maintain, educate and prospect a territory.
- Seek out new contacts and re-engage dormant accounts.
- Support the planning and execution of program-sponsored training events and help with marketing to ensure robust participation.
- Present in front of groups at in-person training events.
- Plan, organize and prioritize workload to meet customer and program needs.
- Work with market providers to address barriers to their participation.
- Identify opportunities to improve program design and collaborate with colleagues to develop new initiatives.
- Represent clients at industry events.
- Make presentations to industry groups and trade associations to raise awareness of the program.
- Create/develop training content for contractors and distributors on HVAC technology and value propositions.

## Qualifications

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What you'll need to succeed in this role:

- 3-5 years of work-related experience building partnerships (i.e. sales, service, outreach)
- An aptitude to quickly learn and communicate about heat pump technology. Intermediate level of heat pump knowledge as demonstrated by attendance at manufacturer trainings, basic-level certification on heat pumps, or experience in the field is a plus.
- Effective written and oral communications skills
- Ability to build and manage collaborative relationships with clients, partners, vendors and colleagues
- Excellent project management skills
- Proficiency in the Microsoft Office suite