

**Job Posting Announcement:
Residential Field Specialist
Northwest Oregon**

<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 across the 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
- Demonstrate interest and/or experience in residential construction or training and/or community engagement or workforce development
- Demonstrate interest and/or experience working with utility efficiency programs
- Be flexible and adaptable to both virtual and in-field work due to COVID-19 disruptions

Position Description: Residential Field Specialist

We are seeking individuals located in Northwest Oregon or Southwest Washington. Ideally the individual will be located in or around Portland/Vancouver metro but could be located further out as the position will require regional travel. Individuals will support, train and assist weatherization, HVAC and home services contractors, distributors, manufacturer representatives, retailers and other market actors collectively known as trade allies. Our Field Specialists train contractors to propose, sell and complete energy efficiency projects for utility residential customers.

You will also work directly with utilities to support energy efficiency projects with a focus on customer service and satisfaction. Strong relationships with trade allies, utilities, customers and program partners are a key element of the position, which requires local and regional travel. The successful applicant will be a self-starter, will be highly organized with good communication skills with a focus on meeting the needs of our clients.

Key Responsibilities:

- Recruit new trade allies to participate in the energy efficiency programs;
- Work with and build trusting relationships in diverse communities with a focus on rural and underserved customer support;
- Work with local utility representatives to understand their customers, programs and needs;
- Provide technical assistance to weatherization, HVAC, and other trade allies, customers, utility representatives and other stakeholders;
- Provide cross-training for weatherization and HVAC trade allies to promote energy efficiency projects;
- Provide cross promotion and coordination for trade allies that serve both residential and commercial customers;
- Support sales efforts with trade allies and their customers to sell energy efficiency projects;
- Conduct on-site training with trade ally and/or utility representatives for energy efficiency programs;
- Work with contractors, distributors and other market actors to understand and promote energy efficiency incentive programs;
- Participate and present in company and industry trainings, communications and program planning efforts to drive successful results and meet client needs;
- Define and develop program, marketing and communication plans for top trade allies that support the local utility incentive programs;
- Maintain accurate and detailed project tracking records to document relationship management, sales efforts, and training and energy efficiency activities.

Position Qualifications:

- Experience in sales, networking, utility and/or energy-efficiency industries, weatherization, HVAC and/or utility marketing;
- Direct field, outside and/or professional sales experience beneficial;
- Demonstrated knowledge of and experience in home services, weatherization, HVAC in an energy or utility environment is a plus;
- Problem solving skills and ability to discover and implement innovative solutions;
- Self-starter who is highly detail oriented, organized, a team player and goal focused;
- Excellent verbal, interpersonal and written communication skills, past sales experience with utility or energy conservation is a plus;
- The ability to work well in a virtual independent and team setting and provide exceptional customer service both internally and externally;
- Microsoft Office and general software applications proficiency;
- Partial US regional travel and extensive local travel required, including use of personal vehicle. Some overnight stays will be required.

Preferred Skills/Experience:

- Bilingual, Spanish-speaking is desirable;
 - BPI certification preferred;
 - High School diploma with higher education or vocational degree, certification and training specializing in sales, marketing, lighting, HVAC, construction management, energy efficiency, and/or the utility industries;
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- A college degree is not required, but candidates must demonstrate continued education in alignment with their career goals;
- Preferred minimum 3 years' experience in utility, weatherization, HVAC, construction, sales and/or energy efficiency industries;
- Previous home office, remote work experience helpful but not required; Comfort with hosting, presenting and/or participating in virtual office meetings preferred.
- 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;
- Accessing crawl or attic spaces for quality assurance or training purposes;
- Sitting or standing for extended periods working on a computer;
- Driving of personal vehicle daily and/or over long distances regionally;
- Ability to occasionally travel via commercial airlines;
- Speak/hear. Provide clear, accurate communication, hear telephone & warning devices.

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 competitive and commensurate with experience in the industry. Company benefits include full employee medical/dental/vision coverage plus short- and 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, position related 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.
