

Able Home Performance is growing - seeking two new employees to join our team.

Our Energy Advisor position is an excellent opportunity, for talented folks with home improvement industry sales experience, to grow and expand their careers and income earning potential.

KEY RESPONSIBILITIES:

- Perform energy assessments in residential homes, take measurements and collect data by entering attics, basements and crawl spaces to investigate conditions and assess possible solutions offered via the Mass Save Program.
- Report findings, rebates offered and incentives to the home owner as well as prudent steps to correct or improve the home.
- Conduct combustion safety testing and infrared scanning to evaluate existing conditions and recommend energy efficiency improvements.
- Install instant savings measures (ISM's) such as LED's and other energy savings devices as defined by the Mass Save Home Energy Assessment Program.
- Complete detailed and accurate data collection and measurements and enter the data in the utility computer program.
- Consult, interact and educate homeowners and tenants, answering questions regarding energy efficiency and recommend next steps.
- Promote and encourage adoption of energy saving measures recommended in the home energy assessment.

POSITION REQUIREMENTS:

You'll need to:

- Be able to educate and help our customers understand “HOW and WHY” their homes are uncomfortable and ways in which they can take advantage of generous subsidies and no cost improvements to their homes through the Mass Save Program.
- Have demonstrated the ability to promote and drive individuals towards positively affecting their energy savings and insuring an excellent experience with the Mass Save Program.
- Possess strong analytical, communication, computer and sales skills with the ability to work independently and as part of a team.
- Enjoy a flexible schedule - available to work occasional evenings and weekends.
- Pass our background check and drug screening.
- BPI Analyst Certification will be required to perform this role – *if you do not already have this certification we may assist strong candidates in the process.*
- Professional appearance, punctuality and positive demeanor are a must.

EDUCATION / EXPERIENCE

Minimum of 2-7 years of steady employment. College graduate or equivalent experience and High School diploma. Technical training, certifications and accreditations are a plus. Experience

with Green Energy, Energy Efficiency, consultative or B2C Sales and Customer Service will be considered.

Preferred: BPI certification. Prior "Green Collar" Home Energy Assessment work experience with the Mass Save program, ISMs is a huge plus. Account Management or prior sales experience will be considered.

LANGUAGE SKILLS

Required: Excellent ability to speak, write and effectively communicate information about the home energy assessment and its findings in a confident and convincing fashion.

Preferred: Bilingual candidates are encouraged to apply.

COMPUTER SKILLS

Required: Basic to above average computing skills required including email, word processing, spreadsheets, data base entry and report generation.

Preferred: Experience with building energy modeling software, Uplight WFA and ePlus.

Salary and Benefits:

Based on Experience and Certifications. We are offering a generous compensation package (plus production bonuses) with first year OTE between \$55,500.00 and \$69,000.00.

Health and Dental plans, 401k, and Vacation time are offered to all full time employees upon completion of 90 days of continuous service in good standing.

*****Already work in the Mass Save community ?we respect your privacy, this is a completely confidential application process.*****