



Field Energy Consultant – Southern California

Portland Energy Conservation, Inc. (PECI) is a nonprofit corporation with a twenty-year history developing and implementing innovative approaches to energy and resource efficiency. We offer our local and national clients a unique combination of expert research, program design, and on-the-ground delivery. We are growing and have exciting opportunities for individuals who have a passion for learning and want to make an impact working within the energy efficiency market.

About the Position:

PECI seeks a field-based energy efficiency Consultant who will encourage equipment and energy system retrofits at groceries and other retail sites in Southern California. Preferred candidates will have significant technical knowledge of HVAC, lighting, and/or refrigeration systems. They must also have a successful track record of working independently, proactively developing client relationships, and meeting business objectives. The Consultant drives energy savings projects at customer sites.

The Consultant will work from a home office, coordinate with remote and office-based team members, and travel throughout a defined territory in Southern California.

Key Responsibilities:

The Consultant motivates, advises and enables customers (primarily grocers) to implement significant energy savings projects. Consultants are accountable for achieving specific energy efficiency goals.

This position:

- Proactively develops, manages and expands customer and vendor relationships
- Audits facilities
- Prepares reports and presents them to decision-makers
- Develops creative ways to achieve program objectives and scopes relevant tasks
- Works with a remote team to manage the incentives paperwork process
- Facilitates and tracks energy efficiency projects, using project management skills to coordinate with numerous project players and utility representatives
- Provides technical consultation for business owners and key decision makers

Desired Professional Background:

- Strong technical background in HVAC, lighting, and/or refrigeration systems, including controls
- Consultative sales background and experience building a book of business
- Experience conducting energy audits, especially in a commercial or retail setting
- Business acumen: proven familiarity with core business metrics (ROI, margins, etc.)
- Experience presenting to a variety of audiences
- Established network of contractor and/or grocer relationships
- Experience working with utility rebate programs
- Windows-based software experience, including Word, Excel, and Access

Desired Qualities:

- High energy and persuasive nature
- Detail oriented
- Technical aptitude
- Entrepreneurial spirit
- Organized even with changing and/or competing priorities
- Good judgment in ambiguous situations
- Knows how to achieve results while maintaining high quality
- Versatile communicator – ability to connect with a wide variety of people



To Apply:

If you are interested in this position, please send a cover letter, resume, a writing sample and references to job2317@peci.org, or 1400 SW 5th Ave #700, Portland OR 97201.