

Utility Analyst & Project Manager

Position Opening - Spring 2023

Overview

Seinergy LLC is seeking to hire an experienced team member to support selling, processing and advocating for indoor horticultural electric utility rebates.

- Full-time position. 1099 for 3 months, then W2
- Start date estimated February 13, 2022
- Availability PST office hours M-F
- The ideal candidate can travel to Langley, WA at their own expense for monthly in-person meetings
- Undergraduate degree or equivalent

Compensation

- \$65-80K salary, DOE
- Year-end bonus opportunity, depending on company success and individual contribution
- Premium Healthcare Policy
- 2% employer match into Simple IRA
- Remote office/equipment stipend
- Standard vacation, time off and holiday schedule (~10 + 10 days annually)

Roles & Responsibilities

Project Management (60%)

- Provide clear communication and reliable customer service
- Escort each project smoothly and quickly through the job cycle
- Complete, submit and manage custom utility grant applications
- Perform custom rebate estimates and analysis

Electric Utility Engagement (25%)

- Advocate for conservation funds from electric utilities
- Understand and translate utility programs
- Maintain company trade ally enrolment

Sales & Systems (15%)

- Promote rebates and rebate services to equipment sales staff and commercial growers
- Assist with technical or process improvements
- Other support to Seinergy as needed, or as skills match

Desired Skills and Experience

The ideal candidate must have at least 3 years of related professional or educational experience and meet most of the following skills and experiences.

Project management

- Track and shepherd projects from sales to closeout
- Make cold calls, follow up calls and emails
- Move projects forward with customer engagement
- Manage expectations with customers
- Kind persistence

Electric utility literacy

- Understanding of utility conservation goals and achievements
- Fluency with energy metrics (kWh, kW, watts, amps, etc.)
- Basic understanding of electric infrastructure
- Ability to talk to utility staff about incentive offerings and decision methodology

Data analysis

- Excel and Google Sheets fluency

- Database fluency and data transfer capacity
- Ability to create and manage online software solutions

Communication

- Friendly and personable
- Clearly communicate nuanced information
- Good customer service and sales perspective
- Ability to work on a small team and perform a variety of tasks

Horticulture industry & technology

- Knowledge of cannabis, hemp and Controlled Environmental Agricultural practices
- Understanding of horticulture LEDs
- Awareness of construction and start-up capital business needs

*To complete your application please submit the following to Emi Gunn emi@seinergy.com
A) Letter of interest; B) Resume or equivalent; C) Three references*