

Position Description

Project Developer will support the development and growth of office capabilities by supporting the technical analysis, review, measurement, and verification of financially guaranteed projects, contracting solutions and utility programs.

Key activities will include working with office team members on client and opportunity qualification, preliminary and detailed audit scope analysis, and assisting the team with energy and financial analysis results for equipment performance, performance contracts, complex turnkey and other contracting offerings.

The remainder of the Project Developer's time will be spent working with Senior Project Developers in assisting with energy simulation models utilizing fundamental HVAC principals, and understanding utility business operations, and consultative, solution selling.

Essential Job Functions

- Provides technical analysis/review for energy projects; providing project risk assessment.
- Perform building "walk-through" and identify energy conservation measures (architectural, mechanical, electrical, etc.) in commercial, institutional and industrial facilities.
- Customizes software and spreadsheets to achieve desired technical results and presentations.
- Determines and proscribes best methods for measurement and verification of system performance during the acquisition phase.
- Conducts TRACE 700 and or eQuest models for additions/changes to the facility that affect existing guarantees or for optimizing existing control strategies.
- Assists Senior Project Developers with design project layout (Baseline information) in energy/utility accounting software.
- Analyses data output for trends and/or any deviations that need further investigating.
- Develops/streamlines existing reporting capabilities from a software standpoint and a usability perspective and investigate new technologies.
- Applies knowledge of engineering principles and practices.
- Responsible for reviewing contract documents and conducting job surveys.
- Assists in the preparation of cost estimates for projects.
- Provides engineering direction and support to other team members.
- Reviews equipment submittals for incorporation into design.
- Maintains customer satisfaction by investigating concerns, implementing corrective action, and communication with staff, as needed, and providing customer feedback.
- Assist with opportunity technical qualification including Preliminary Audits, Benchmarking, Site Surveys, and Interviews
- Manage Preliminary Audit and Entry Offer Activities
- Execute the project development process for multiple comprehensive solution opportunities at the same time.
- Other duties as assigned.

Requirements and Abilities

- Have the capability to discuss both technical concepts around HVACR and controls, as well as understand and converse at the business/strategic level
- Must maintain a positive attitude that seeks to find solutions to challenges
- Ability to interact with outside customers, and bring value to the selling process
- Ability to meet short- and long-term deadlines.
- Respond effectively to meet the needs of internal and external customers.
- Ability to work independently with minimal supervision.
- Ability to thrive in a team environment and effectively communicate in a matrix organization.
- Demonstrated ability to cope with stress and maintain a professional and cooperative temperament.
- Demonstrated ability and desire to learn, think rationally, and exercise good judgment.
- Ability to perform mental tasks such as making decisions, learning, thinking rationally, and exercising good judgment
- Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.
- Ability to work with mathematical concepts such as probability and statistical inference, and fundamentals of geometry and algebra. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.
- Perform other duties as assigned, often requiring output with short notice.

- Some travel with occasional overnight stays. (5%)
- Flexibility to work outside normal work hours/weekends, as required.
- This position has no supervisory responsibilities

Education, Experience and Special Skills

- Bachelor's degree in Engineering and (1) year or more experience; or equivalent combination of education and experience.
- Knowledge and experience with HVAC, control, electrical systems and proficiency with energy analysis tools such as TRACE and system analyzer.
- Working knowledge of cost and savings studies incorporating energy conservation measures.
- Ability to read, analyze, and interpret plans, specifications, contract documents, control drawings, service bulletins, technical procedure manuals, equipment specifications, and governmental regulations.
- Ability to write reports, business correspondence, and procedure manuals.
- Ability to effectively present information and respond to questions from top management, customers, and service personnel.
- Excellent Communication Skills - *Oral, Written, Executive Presentation, Training*
- General Attributes - *Impeccable Business Ethics, Professional image, Exceptional Organizational Skills, Innovative, Customer Focused, Good Business Judgment*
- Certified Energy Manager, Engineer In training and other technical accomplishments preferred
- Valid Driver's License and proof of personal vehicle insurance

Physical Requirements

Must have mobility within an office environment. Ability to communicate with others both written and orally, including the telephone. Ability to travel and work independently. May be required to lift or move objects up to 25 pounds occasionally. May be required to climb ladders and crawl through tunnels. May be required to stand; reach with hands and arms; climb or balance; and stoop, kneel or crouch.