



California Field Representative Job Description

Summary

EnSave designs and implements energy efficiency programs for the agricultural sector. Typical program offerings include the delivery of energy audits, delivery of energy efficiency incentives, or a combination of both. Clients include state and federal agencies, utilities, and non-profit organizations. EnSave is headquartered in Richmond, VT. This position will operate remotely within California, requiring frequent travel within California's central valley and occasional travel outside the area.

The Field Representative is responsible for increasing participation in EnSave's California programs through regular interactions with equipment manufacturers, equipment dealers, agricultural organizations, and farmers.

This position requires the ability to accommodate a fluctuating workload that is heavy at times, and to adjust one's schedule accordingly in order to reach goals. The Field Representative reports to the Program Manager.

Program Advocacy Duties

- Develop and actively build strong relationships with manufacturers, equipment dealers, agricultural community, and applicants to increase participation in the programs
- Develop and implement strategies to increase program participation and exceed program goals
- Represent EnSave at meetings, conferences, and workshops
- Other duties as assigned

Program Recruitment Duties

- Conduct outbound calls and visits to equipment manufacturers, equipment dealers, agricultural organizations, and agricultural producers to promote EnSave's programs
- Enter data about visits into tracking systems
- Answer incoming calls and field basic queries about programs
- Enroll producers in the program and provide program support as needed
- Perform data collection services for farm energy audits
- Assist with reporting, tracking, and special assignments under the direction of the Program Manager
- Other duties as assigned

Position Requirements

Core Skills

- Strong self-starter, able to work independently with minimal supervision
- Strong interpersonal and presentation skills
- Proactive, can-do attitude
- Prior experience with energy efficiency or agricultural industries, preferably dairy
- Excellent time management, organizational, and written/oral communication skills
- Proficiency in Microsoft Office applications

Highly Desirable Skills

- Prior customer service/sales experience in a service-oriented business
- Bachelor's degree in related field
- Three years experience in energy efficiency field

Compensation and Benefits

- Base Salary plus Commission
- Retirement Plan – company matched SIMPLE IRA
- Health Insurance - 50% company paid
- Paid Holidays and Combined Time Off

To Apply: Email a cover letter and resume to Bruce Jones, Finance Manager:
brucej@ensave.com