



Project Developer Engineer California

This individual will train in our Roseville, CA office. After the individual is successfully trained, they will relocate to a new location in the West Coast Region.

SmartWatt Energy, Inc. is an energy service company that develops demand side energy reduction solutions for large commercial and industrial, small business and municipal customers. Currently we have locations in New York, Pennsylvania, Illinois and California.

SmartWatt Energy is seeking a Project Developer Engineer to further grow and develop our business in the West Coast Region. This person will develop lighting efficiency projects by identifying, assessing and structuring technical and financial solutions for customers' energy efficiency needs. The Project Developer Engineer will need a strong technical background and the communication and business skills to translate customer needs into technical guidelines for our implementation team.

Position Overview

The Project Developer Engineer will be responsible for prospecting and networking to develop business opportunities and providing engineering and technical experience to assist business opportunities through the sales process. This will include performing tasks in sales, the project design processes, the project management process and general administrative duties.

Key Responsibilities

- On-site investigation and documentation of commercial and industrial lighting systems, including lighting audits.
- Oversee and/or perform the design and budgeting of lighting projects.
- Detailed engineering analysis including baseline profiles, end-use analysis and retrofit analysis.
- Responsible for developing of proposals, reports and presentations.
- Prepare project technical write-ups and detailed project costing.
- Work with Management to develop market growth plans.
- Cultivate and foster customer relationships.
- Network within industry.

Requirements

- Bachelor's Degree in Mechanical or Electrical Engineering, Business, or a related field



- 1 to 5 years of internship or work experience in Engineering, Sales, Marketing, or a related field
- Experience in Energy Conservation projects is preferred
- Past experience and an up-to-date knowledge of best practices as they relate to energy efficient lighting is preferred
- Valid Driver's License; Travel required with employee's automobile

Talent and Skills

- A highly self-motivated, ambitious individual
- A person with a high sense of urgency and a pro-active approach to problem solving
- Professional presence
- High energy and action oriented
- Financial planning and budget experience with the ability to develop a business case
- Excellent oral and written communication and presentation skills
- Strong computer skills with the Microsoft Office Suite (especially Excel)

Salary

A competitive salary range is available for the candidate based upon the level of their education and experience.

Benefits

- Health/Dental/Vision insurance offered
- Paid vacation, holiday, and personal time
- 401(K) retirement savings plan, with Company contributions after one year of employment

Learn more about SmartWatt Energy by visiting our blog
<http://smartwattinc.tumblr.com/>