



BPA ENERGY SMART INDUSTRIAL PARTNER POSITION ANNOUNCEMENT INDUSTRIAL ENERGY PROGRAM DELIVERY

COMPANY AND FIELD DESCRIPTION

Cascade Energy Engineering is a small but growing group of energy engineers and managers specializing in industrial energy efficiency. We provide targeted energy analysis for capital projects funded by utility incentive programs as well as comprehensive corporate energy management services and utility program management. Founded in 1993, our work has spread from the Pacific Northwest to most of North America.

Cascade Energy works with companies ranging from small to Fortune 500 and we are proud of our reputation for stellar, high-quality work. The company has a culture of equals, and encourages initiative, ownership, and contribution in all areas.

Please see www.cascadeenergy.com for further information about who we are and how we work.

ABOUT THE POSITION

Cascade Energy is currently in the planning phase for Bonneville Power Administration's new multifaceted, large-scale industrial efficiency program in the Northwest. We are assembling a team of BPA Energy Smart Industrial Partners (ESIPs) to serve this program. The goal of the ESIP is to provide Pacific Northwest electric utilities with a single point of contact for coordinating ESI program offerings and resources, so that the utility's energy savings goals are met. The ESIP assists electric utilities in representing the ESI program to industrial end-users and facilitates the development and implementation of energy saving projects.

The ESIP will be the primary conduit for delivering a custom project to the ESI program. He or she will often act as a facilitator between the customer, contractor or vendor, Technical Service Provider (TSP), electric utility, and BPA. The ESIP will be a champion for the ESI program, working at both the levels of the electric utility and the industrial end-user. He or she will focus on integrating ESI programs and resources with the utility's existing conservation structure, including a strategy for engagement with the utility's industrial end-users. At this level, the ESIP will educate end-users on the program while determining their needs and interests.

Responsibilities for this position include:

- Project oversight to ensure progress and on-time, high-quality deliverables.
- Managing projects in a fast-paced consulting environment, moving quickly from the big picture to the details.
- Interfacing and facilitating with utilities.
- End-user identification and relationship building.

- Site visits and high-level scoping.
- Technical Service Provider study scope definition and QC.
- Participant/project tracking, including M&V planning and baseline data analysis.
- Planning/administration/evaluation.

The position will involve approximately 20% travel.

The successful candidate for the Energy Smart Industrial Partner position will receive a competitive salary with bonus potential as well as excellent benefits.

QUALIFICATIONS

The successful candidate for the ESIP position will be forward thinking and visionary. He or she will have "marketing savvy." Using an ability to understand customers and sales, the ESIP will be able to translate their clients' needs into short- and long-term business strategies and initiatives. The ESIP can communicate with people at all levels of an organization with comfort and ease, from plant managers to equipment operators. The successful candidate will be able to "roll up their sleeves and get the job done."

Ideally, the most qualified ESIP candidates would have:

- Technical and energy expertise.
- Understanding and relationship with either BPA or utilities.
- Experience in energy efficiency, industrial environments, project or program management, or all of the above. ESIPs generally have an engineering background (but not always).
- Strong communication and relationship skills.
- The proven ability to adeptly juggle multiple projects, program offerings, customers, deadlines, and demands.
- An understanding of the industrial project approval process as well as typical barriers to this process and techniques for working through these barriers.
- A good grasp of project financial metrics and how projects are "sold" to upper management.
- A solid understanding of industrial technologies (ie, what systems use energy, how they use energy, what methods exist for reducing energy use).
- Experience in developing and managing budgets.

APPLICATION PROCESS

To apply, please submit an application via the Careers Page of our website. Include a resume and cover letter that explains how your previous experience matches the Qualifications listed above.

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