

Project Developer

The Project Developer is the primary technical project developer within the territory. As the primary resource for technical expertise, Account Executives and Management count on Project Developers to be responsible for understanding the technical needs and wants of a customer, then turning that information into accurate concrete solutions.

Project Developers may deal with technical issues that include but not limited to facility energy consumption analysis and reduction strategies, general capital improvements, and even large-scale infrastructure projects. The Project Developer is not only responsible for the technical strategies, but the costing of projects, forecasting energy reduction for a given solution, creating a plan to document an accurate and appropriate baseline and measure and verify the energy reductions forecasted, presentation of findings and solutions to customers and managers, and to assist the delivery team to ensure smooth installations and achieve exceptional results for the customer.

MAIN ACCOUNTABILITIES:

- Conducts in-depth site surveys to identify mechanical and operating inefficiencies within a facility; analyzes utility bills; analyzes financials; meets with contractors and provides technical solutions that are creative, economical and technically sound
- Facilitate adequate communication among the internal team, sub-contractors, and customers by creating technical plans both written and schematic to convey solutions and risk
- Performs energy savings calculations, operational savings calculations, life cycle cost analysis and feasibility analysis of recommendations and associated risks; provides an energy analysis and establishes guaranteed savings based on the measures proposed
- Creates financial models based on the parameters given by the customer and the results of the projects being developed
- Coordinates with Account Executive and Project Manager to develop and present proposals to customers
- Coordinates with Project Manager to ensure smooth installation and acts as communication link for technical information between the operations team and the sales team
- Identifies and works with subcontractors and consultants to provide technical analysis and descriptions for project installation and to ensure the quality of work delivered exceeds the requirements of the job
- Approves equipment before it is ordered to ensure accurate estimates and on time delivery
- Determines and develops the necessary measurements to ensure the energy and operational guarantees to the customer are met
- Must be capable of being adequately self-directed. Successfully create and complete strategies in open protocol situations
- Keeps abreast of current technologies by reading magazine articles, attending seminars and conferences and developing relationships with contractors and suppliers who are creative and provide technical excellence
- Keeps abreast of Regional legislation, which impacts the process by which projects may be developed

- Maintains full technical understanding of energy and plant/facility operations and serves as the ongoing technical resource consultant for the customer
- Performs related work as required

EDUCATION/CERTIFICATIONS AND EXPERIENCE

Minimum:

- Bachelor's degree from an ABET accredited Engineering/Technology program or equivalent
- Seven (7) years' experience in a construction or energy service related field or three (3) years as a Project Developer

Preferred:

- Demonstrated Federal Market Experience (ESPC or UESC experience highly preferred)
- Strong understanding of at least one of the following:
 - DOE ESPC IDIQ contract language
 - USACE ESPC IDIQ contract language
 - UESC Enabling Documents
 - GSA Schedule 84
 - Strong understanding of FEMP and IMPVP M&V protocols
 - Familiarity with eProject Builder

Any of the following certifications:

- CEM
- CMVP
- Any LEED Certification
- NEBB
- TAB
- Any ASHRAE Certification Professional License (PE)
- NCESS Record

COMPETENCY REQUIREMENTS

- Proficiency in operating Microsoft Office programs, Adobe, E-Quest, DOE-II, AutoCAD, RIVET, TRANE Trace, or Carrier
- Excellent communication skills, both verbal and written
- Strong customer advocacy
- Maturity and professionalism to effectively handle frequent exposure to senior management, external organization members, customers, and the general public
- Ability to read, analyze and interpret professional journals, technical procedures or government regulations
- Ability to compose and write reports, business correspondence and procedure manuals
- Ability to effectively present information and respond to questions from groups of managers, clients, customers and the general public
- Ability to define problems, collect data, establish facts and draw valid conclusions

- Ability to interpret an extensive variety of technical and mechanical instructions in mathematical or diagram form and deal with several abstract and concrete variables
- Work a problem or task to conclusion, utilizing any resource available

ESTIMATED TIME ALLOCATION

30% - 60% Frequent travel is required, including overnight travel and occasional weekend travel