

Subject: Energyfolks: Mini-series on EVs, the Rosenfeld, Jobs

Date: Wednesday, March 31, 2010 1:04 PM

From: Gil Masters <gmasters@stanford.edu>

To: energyfolks@lists.stanford.edu

Category: Stanford

STANFORD Spring 2010 Energy Seminars Mini-Series on Electric Vehicles

Wednesdays, 4:15-5:15, Bldg 420, Room 40

Mar 31: The Future of EVs: Ford's Electrification Efforts

Sherif Marakby, Dir. Electrification Programs and Engr, Ford Motor Co.

Followed by a MAP Energy Social, Y2E2 Social Entry (Red Atrium)

Apr 7: Electric and Fuel Cell Vehicle Showcase: Daimler, Honda, Pi Mobility, Tesla, Toyota, VW

Location: Parking Structure 2, corner Via Ortega and Panama (across from Y2E2)

Reception to follow, 5:45 - 6:30

Also that day: Special Session of Sustainable Mobility, Clark Auditorium

12:15 - 1:05 Prof. Schipper, What Problems Can Electric Drive and Alternatives Solve?

1:10 - 1:35 How Consumers Choose Cars, Robt. Blenenfeld, Honda of N.A.

1:35 - 2:00 Surprise-The remarkable Rise in Electric Bikes and What it Means, J. Weinert

2:00 - 3:15 Panel Discussion - The Way Forward with Electric Drive

Apr 14: Consumer Behavioral Responses to and Perceptions of Electric Vehicles

Tom Turrentine, Director PHEV Center, U.C. Davis

May 12: A Vision for Transitioning Towards Sustainable Transportation

Jason Wolf, Business Development for North America Better Place

JOBS JOBS JOBS JOBS

1. Energy Solutions: 5 Jobs, Energy Efficiency Project Managers and Associates, Long Beach, CA
2. Summer Internships: CA Public Utilities Commission, SF
3. Internships at EnerNOC (Boston / SF)
4. Inside Sales Team: Tesla Motors
5. Business Analyst/Sr. Biz Analyst, Economic Modeling at PG&E, SF
6. Internship: Integrated Demand Side Management, PG&E, SF

7. Program Analyst, Global Energy & Sustainability Team, Johnson Controls, Inc. (Milwaukee, WI)
8. Google -- Clean Energy Advocacy Manager (Europe)
- 9. Suntech summer policy internship for undergraduate or post-graduate**
10. ARPA-E Fellows Program
11. Sr. Scientific Associate, LBNL Building Technology Dept
12. Senior Consulting Energy Engineer, Energy Solutions, Oakland
13. Senior Associate-Utility Program, Southwest Energy Efficiency Project, Boulder
14. Hara Software: Software Developers, Sustainability Consultants, UI Designers, and more
15. Advancing Sustainability at Southern California Edison (SCE): the MAPS Analyst Rotation Program
16. Multiple Positions, Yingli Green Energy Americas, Inc. SF and NY
- 17. Sales Executive, Blue Oak Energy (Commercial Solar), Davis, CA**
- 18. Faculty position in Sustainable Construction Management**
19. Green Building Energy Modeling Professionals, Cadmus Group, VA or SLC Utah
20. Lead Energy Modeler, CDI Engineers, Lynwood WA

GENERAL ENERGY STUFF

1. Defining a Standard Metric for Electricity Savings

A group of energy aficionados led by Jon Koomey has honored Berkeley's Prof. Art Rosenfeld by creating a new metric by which to measure power plants avoided by energy efficiency measures. A Rosenfeld is defined as an avoided 500 MW, 70% capacity factor, 33% efficient coal plant, with 7% T&D losses, delivering 3 billion kWh/yr of electricity to end users while emitting 3 million metric tons of CO₂/yr. For example, 66 such "Rosenfeld" coal plants have been avoided by the 200 BkWh/yr that U.S. refrigerators are saving due to the standards-driven efficiency improvements they have undergone. The report announced at the UC Davis symposium honoring Art Rosenfeld can be found at

<http://iopscience.iop.org/1748-9326/5/1/014017>

2. Renewable Energy Supply and Transmission Needed to meet 33% of the West's Electricity

Rich Halvey and Ryan Wiser, "Exploration of Resource and Transmission Expansion Decisions in the Western Renewable Energy Zone Initiative" examines, at a screening-level, the sensitivity of renewable resource selection, transmission expansion, and renewable supply costs in meeting aggressive Western renewable energy targets to different assumptions and policy

decisions. The report evaluates these decisions under a number of alternative future scenarios centered on meeting 33% of the electrical load of Western states with new renewable resources located within resource hubs identified in the Western Renewable Energy Zone (WREZ) Initiative.

The primary goal of the analysis was to identify the important assumptions and factors that should be evaluated in more detailed resource and transmission planning forums. The report demonstrates how the economic screening tools developed in the WREZ Initiative can be used to inform questions regarding which WREZ resources might be procured by Western loads, what transmission expansion would be required, and which factors contribute to the costs of meeting aggressive renewable energy targets.

Some of the key findings from the analysis, all of which are detailed in the study, include:

- Transmission investment costs are substantial at \$17-34 billion, but represent only 10-19% of the total renewable supply cost required to meet a 33% target
- Long transmission lines can be economically justified in particular cases, but the majority of transmission lines are found to be relatively short
- Transmission expansion needs and overall costs can be reduced through the use of RECs, equating to an average savings of as much as \$6/MWh of renewable generation

The report can be downloaded from:

<http://eetd.lbl.gov/ea/ems/reports/lbnl-3077e.pdf> <<http://eetd.lbl.gov/ea/ems/reports/lbnl-3077e.pdf>>

A PowerPoint presentation that summarizes key findings can be found at:

<http://eetd.lbl.gov/ea/ems/reports/lbnl-3077e-ppt.pdf> <<http://eetd.lbl.gov/ea/ems/reports/lbnl-3077e-ppt.pdf>>

3. E85 Increases ozone formation and health impacts especially in cold weather.

The results suggest that E85's effect on health through ozone formation becomes increasingly more significant relative to gasoline at colder temperatures due to the change in exhaust emission composition at lower temperatures. Acetaldehyde and formaldehyde concentrations are also much higher with E85 at cold temperatures, which is a concern because both are considered to be carcinogens. These could have implications for wintertime use of E85. Peroxy acetyl nitrate (PAN), another air pollutant of concern, increases with E85 by 0.3–8 ppbv.

Diana Ginnebaugh, Liang and Jacobson <http://dx.doi.org/10.1016/j.atmosenv.2009.12.024>

4. Beta testing of a free web-based home energy retrofit analysis (SF, LA, S Diego, NY).

Wattbot is looking for some early feedback on its initial beta version from a “tough audience” – i.e. folks who know something about the technology and financials of both renewables and energy efficiency.

Wattbot's designers are attempting to create a personalized energy audit and cost/benefit analysis given only a

property address as a minimum required input. They are crawling the deep web for information on property attributes, incentives, providers, technologies, climate, utilities, tariffs, etc., using that as input to some relatively sophisticated analytic models, and presenting the results in a way that is understandable to both novice and sophisticated users. Needless to say they will be iterating on the design and function for some time, but there's enough function in the initial beta release that it will be of strong interest to folks in the renewables and energy efficiency field, hopefully leading to some great feedback for Wattbot's designers.

You don't need to register or sign up, just go to www.wattbot.com <<http://www.wattbot.com/>> and type in an address. You should give feedback (positive, negative or both) directly to support@wattbot.com <<mailto:support@wattbot.com>> .

Jon Koomey (lots of hats, scientific advisor for Wattbot among them)
JGKoomey@gmail.com <<mailto:JGKoomey@gmail.com>>

JOBS JOBS JOBS JOBS

1. Energy Solutions: 5 Jobs, Energy Efficiency Project Managers and Associates, Long Beach, CA

Energy Solutions was founded in 1995 to address climate change and sustainability issues through energy efficiency and renewable energy sources. As one of the leading consulting firms in our field, we specialize in energy efficiency program and project design, implementation, and marketing, as well as solar and other renewable energy system feasibility studies, project development and financing and water conservation programs. We are currently trying to fill five positions in our new Long Beach, CA office. For details, check the Energy Solutions website at <http://www.energy-solution.com> <<http://www.energy-solution.com/>>

2. Summer Internships: CA Public Utilities Commission, SF

As a result of a grant from the US DOE related to American Resource and Recovery Act (ARRA) we will have a number of summer and academic-year internship positions in Energy Division.

The Internship Program Notice is available here: <<http://www.cpuc.ca.gov/PUC/energy/Resources/>>
<http://www.cpuc.ca.gov/PUC/energy/Resources/> <<http://www.cpuc.ca.gov/PUC/energy/Resources/>>

Here is a direct link to the bulletin: <<http://www.cpuc.ca.gov/NR/rdonlyres/EB78541F-AFD6-48DB-84B4-955AF5EA0795/0/Internship2010.pdf>>
<http://www.cpuc.ca.gov/NR/rdonlyres/EB78541F-AFD6-48DB-84B4-955AF5EA0795/0/Internship2010.pdf>
<<http://www.cpuc.ca.gov/NR/rdonlyres/EB78541F-AFD6-48DB-84B4-955AF5EA0795/0/Internship2010.pdf>>

Applications need to be emailed to: energyinterns@cpuc.ca.gov <<mailto:energyinterns@cpuc.ca.gov>> .

3. Internships at EnerNOC (Boston / SF)

EnerNOC has an opening for an Intern/Co-op student in the Summer 2010 timeframe. The Intern will assist in the data gathering, analysis and process enhancement activities associated with Monitoring Based Commissioning (MBCx) projects. This position is perfect for a highly-motivated student who is passionate about energy conservation and would like to gain experience in a start-up environment.

Assist in the analysis and development of the Energy Efficiency Analytics Service. Work will include, but is not limited to the following tasks:

- Building Management System (BMS) data point mapping (and assist in developing and refining mapping tools and process)
- BMS data interpretation and analysis
- Develop rules based algorithms and applications for data analysis
- Energy baseline development and regression analysis
- Energy savings and carbon impact calculations

The ideal Candidate will demonstrate

- Outstanding written and verbal communication skills
- Excellent knowledge of Microsoft software tools, such as Excel, Word, PowerPoint etc.
- Strong problem-solving and organizational skills
- Ability to quickly learn new technology and business intelligence tools
- Familiarity with HVAC and Building Management Systems (BMS) a plus

Send inquiries / applications to jwhitbeck@enernoc.com.

4. Inside Sales Team: Tesla Motors

Tesla is growing, and there are several immediate openings on Tesla's Inside Sales Team. In a nutshell, we are looking for bright, high achieving, passionate recent graduates from top schools.

This is a unique opportunity, no specific sales experience is required—we are simply looking for passionate, articulate electric car/Tesla enthusiasts who are motivated to get electric cars out on the road.

lyuba.wolf@gmail.com

5. Business Analyst/Sr. Biz Analyst, Economic Modeling at PG&E, SF

Pacific Gas and Electric Company's Integrated Demand Side Product Management (IDSM) group will perform all activities that encompass taking a new offering from idea to business reality and successive stages of improvement. Areas of products include energy efficiency, demand response, energy storage, distributed generation, etc. The Economic Modeling team works together with the Policy and Planning group and product managers in emerging and core product of IDSM group in order to:

- Evaluate product ideas based on quantitative business case analysis
 - 1 Identify key business and/or technical drivers
 - 2 Harmonize business case inputs across the organization
 - 3 Support product development governance processes
 - 4 Assess/forecast mid/long-term demand response and energy efficiency potential
 - 5 Create and optimize product/rebate catalog databases

We are looking for Business Analysts/Senior Business Analysts to perform economic analysis on new product development. In this role you will develop business cases, perform market sizing analysis, and offer recommendations based on quantitative modeling. Key partnerships include product organization, the policy, planning and performance organization, energy procurement, transmission and distribution group, customer engagement organization and the operations organization.

- Graduate degree or equivalent experience in business management/MBA, engineering, or science
- 3+ years experience in business/financial modeling. 6+ years of business analyst experience for the Senior Business Analyst position.
- Excellent quantitative skills in statistics, probability, regression analysis, Monte-Carlo simulation, etc.
- Proficient with Microsoft Excel, VBA, PowerPoint, Visio and Access/SQL
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- To Apply, search for job number 10000955 (Business Analyst, Senior) at <https://pgecorp.taleo.net/careersection/2/jobsearch.ftl?lang=en>

6. Internship: Integrated Demand Side Management, PG&E, SF

Integrated Demand Side Management - Third Party Programs Intern-10000412

Within Customer Energy Efficiency, the Third Party Team manages 50 contracts for delivering energy efficiency programs, including rebates and incentives, for residential, commercial and industrial customers.

Project work requiring significant interaction with internal stakeholders (program managers, project managers, engineers, information analysts, business analysts, financial analysts, etc.) to help coordinate and manage the implementation of 50 energy efficiency programs.

The Third Party Intern will receive on the job training and education on PG&E's core business, its values, CEE and its role in the Company's success, as well as how CEE partners with many other PG&E departments and

external stakeholders to ensure success.

<https://pgecorp.taleo.net/careersection/2/jobdetail.ftl> <<https://pgecorp.taleo.net/careersection/2/jobdetail.ftl>>

7. Program Analyst, Global Energy & Sustainability Team, Johnson Controls, Inc. (Milwaukee, WI)

Under general direction, responsible for supporting the planning, development and implementation of business growth strategies focused on energy efficiency and environmental sustainability, including the development of new offerings and innovations at the global level for Johnson Controls' Building Efficiency businesses.

This position is an ideal opportunity for an undergraduate to launch a career in sustainable business and clean energy prior to pursuing an MBA or equivalent graduate degree, or it could introduce a broad and strategic perspective of our energy efficiency businesses for someone seeking a longer-term role.

Bachelor's degree in Economics, Finance, Engineering, or a related discipline. Most importantly, applicant must have a strong passion for accelerating transformation of the world's building stock to become more energy efficient and sustainable. Ability to think conceptually, communicate clearly, and manage time effectively. Strong aptitude and stated interest in quantitative analysis and slide deck preparation.

Please email resume, cover letter, 1 writing sample (e.g. papers, articles), and 1 analytical sample (e.g. problem set) to Derek.Supple@jci.com referring to this position in the subject line.

8. Google -- Clean Energy Advocacy Manager (Europe)

Google is looking for a Clean Energy Advocacy manager for Europe to lead our public policy and outreach in support of our campaigns on clean energy and sustainability

For this new role, we are looking for candidates who have demonstrated an ability to move an issue at the highest levels of government and enjoy public speaking. We need a strategic thinker with a proven track record of developing a policy/regulatory campaigns, as well as a

tactician who can zero in on clear objectives and deliver results. The advocacy manager will define and drive Google's public policy agenda in Europe among policymakers and elected officials, and will serve as an "evangelist" for Google's green/clean energy efforts through public speaking, convenings, and outreach to thought leaders. Our ideal candidate will speak German, French or Italian and will be based in Google's offices in one of those countries, or London.

Google's clean energy advocacy priorities currently include:

- Promoting renewable energy technologies that are cheaper than coal (<http://www.google.org/rec.html>)
- Giving consumers access to their energy use information so they can save money and energy through tools like PowerMeter (<http://www.google.org/powermeter/>)
- Promoting energy efficient <http://www.google.com/corporate/green/datacenters/> data centers, servers and computers
- Helping our employees and others go green (<http://www.google.com/corporate/green/index.html>)

Interested candidates should review the job description (<http://www.google.co.uk/intl/en/jobs/uk/legal/clean-energy-advocacy-manger-emea-london/index.html>) at: <http://www.google.co.uk/intl/en/jobs/uk/legal/clean-energy-advocacy-manger-emea-london/index.html>

9. A dozen Suntech summer policy internships for undergraduate or post-graduate, SF

San Francisco-based. \$500-600/month stipend. 20-30 hrs/week. Candidates must be authorized to work in the US. Must have excellent writing skills.

Lots of little tracking, but possibly some big thinking/number-crunching to do on the US solar policy front (depending on the candidate). Hot issues are the value of net metering, comparative SREC design structures and values, jobs impacts of solar policies, technical and cost implications of expanded interconnection on distribution grids, etc.

Available positions

1. Sales & Marketing Intern: Undergraduate students will learn about and contribute to: sales and lead generation efforts, marketing material development, new technologies analysis for internal collaboration and communication.
2. Product Marketing Intern: The focus of the Product Marketing Internship will be developing marketing material based on Suntech product data and research, monitoring and analysis of Suntech system performance, and general assistance with upcoming worldwide product launches.
3. Public Relations Intern: Working with the PR manager, the intern will develop strategies to promote Suntech technology to the U.S. press. General duties will include assisting with media outreach, collateral development, and even coordination assistance.
4. MBA Sales & Marketing Intern: This position will provide the intern an opportunity to learn about and contribute to sales and lead generation efforts in addition to a mutually defined utility

research project.

5. Finance and Accounting Intern: Working with the finance and accounting department, the intern will work with the Credit Manager to assess and provide risk rating classification recommendations for all customers within our portfolio. In addition, the intern will review existing customer credit, provide financial analysis support for project finance, and provide financial accounting support.
6. Government & External Affairs Intern: Duties include writing weekly updates on state and federal solar policy developments, research electricity-related legislation and regulation, database analysis, and tools development. Please include a brief writing sample along with your submission.
7. Legal Intern: First-Year Law Student will assist with reviewing and drafting contracts, researching issue regarding litigation, corporate governance and securities law compliance, drafting Board of Director minutes, and other legal matters.
8. Business Development Intern: The intern will perform market research analysis on geographic and market segments, assist with data analysis from installed solar systems, assist outreach efforts to project developers, EPC contractors, and electric utilities, and provide support to the Business Development team. Requirements include: good knowledge of excel and computer modeling and a strong interest in solar project development.
9. Operations Intern: The Operations Intern will provide support to general operations and new project initiatives.
10. Electrical Engineer Intern: The Electrical Engineer will assist in the design and engineering of large-scale photovoltaic system projects and must have experience with AutoCAD and electrical design. Other responsibilities include preparation of detailed design documentation in addition to component and system integration analysis. Appropriate engineering qualification or continuing coursework towards qualification as well as knowledge of national and international electric codes preferred.
11. Global Product Strategy Intern: MBA student will have the opportunity to learn and contribute to: new product development from concept through commercialization, manufacturing, cost, and technology roadmaps, and collaboration between international product strategy teams.
12. Marketing Art Intern: The intern will assist with and create graphics and interactive elements for our marketing materials and web properties.

Email hr@suntechamerica.com <x-msg://284/hr@suntechamerica.com>

<<mailto:Intern2009@suntechamerica.com> <<mailto:Intern2009@suntechamerica.com>> >

with your resume and short cover letter. Include the position title for which you would like to be considered in the subject line. We expect to receive many responses and unfortunately are not able to reply to all interested candidates. Please no phone calls.

10. ARPA-E Fellows Program

ARPA-E announces the creation of the "ARPA-E Fellows Program" and invites America's next generation of leading energy innovators to help shape our nation's energy future. ARPA-E Fellows will be competitively selected from the best and the brightest up and coming researchers and entrepreneurs in the U.S. energy sector.

Participants in the ARPA-E Fellows Program will actively help create the strategic direction and vision of the country's first agency devoted exclusively to transformational energy technology research and development. Fellows will support Program Directors in program creation, in addition to undertaking independent explorations of promising future research areas for ARPA-E. Fellows will engage with world class researchers and innovators to develop theses for high impact ARPA-E research program areas, will prepare energy technology and economic analyses, and will make recommendations to DOE senior management. Fellows will also gain exposure to energy policy and all

aspects of the energy technology development lifecycle, including scientific research, technology prototyping and development, and technology commercialization.

ARPA-E Fellows will be expected to have strong technical backgrounds and deep expertise in at least one energy technology related field. Senior Fellows (more than 3 yrs since earning PhD) will be expected to have three or more years of relevant work experience in energy innovation related fields, while Fellows will represent recent PhDs, postdoctoral researchers and recent graduates with less than three years of work experience.

Sr. and Jr. Fellowships: <http://arpa-e.energy.gov/Jobs.aspx>

Candidates should apply by sending the following to ARPA-E-jobs@hq.doe.gov
<<mailto:ARPA-E-jobs@hq.doe.gov?subject=ARPA-E%20Fellows%20Program%20Jobs>>

11. Sr. Scientific Associate, LBNL Building Technology Dept

The Lawrence Berkeley National Laboratory has a new opening in the Building Technology Department for a Radiance Senior Scientific Engineering Associate. The successful candidate will participate in the development of the next generation modeling, simulation, and analysis tools for the design and operation of innovative low-energy building solutions.

Details are posted at: <http://cjo.lbl.gov/details.asp?jid=23919&p=1> <<http://cjo.lbl.gov/details.asp?jid=23906&p=1>>

Susan McAllister, PHR
Sr. Human Resources Division Partner/Recruiting Consultant
Phone 510-486-5683

12. Senior Consulting Energy Engineer, Energy Solutions, Oakland

The Senior Consulting Energy Engineer will serve as a technical resource for Energy Solutions' efficiency programs, Codes and Standards development, utility workpaper development, and will lead our efforts on building energy surveys (energy audits) in commercial, industrial, and institutional facilities, including facility walk through and data collection, client management, and direction of staff. In addition, the Senior Consulting Energy Engineer will act as a client representative for energy efficiency and renewable energy construction projects.

- 5+ years of applicable commercial building energy efficiency experience
- Ability to perform a comprehensive, investment-grade energy audit at a variety of commercial, institutional, and industrial facilities
- Comprehensive knowledge of commercial building systems including HVAC, building automation and controls, lighting, building envelope, domestic water, motors and drives, as well as up-to-date knowledge on strategies for saving energy in those systems
- Strong grasp of building system troubleshooting and retrocommissioning procedures
- Understanding of demand management and demand response strategies
- An engineering degree from an accredited university
- Strong communication skills, both written and oral
- The ability to work independently as well as within a team

Other desired qualifications are:

- Professional license (P.E.) and CEM
- Experience working in a consulting environment, especially for electric and gas utilities
- Experience developing utility workpapers
- Building simulation and energy modeling software skills (e.g., eQUEST, EnergyPro, etc.)
- Construction and project management experience for renewable energy and other mechanical projects
- Measurement and verification (M&V) experience
- Familiarity with industrial process equipment
- Mentoring and training skills
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- . Please email a cover letter with your available start date and your resume to jobs@energy-solution.com. For more information about Energy Solutions, please visit us on our website at www.energy-solution.com <http://www.energy-solution.com> .

13. Senior Associate-Utility Program, Southwest Energy Efficiency Project, Boulder

- Assist with the development and analysis of gas and electric utility demand-side management (DSM) programs for the region
- Work on utility energy efficiency policy including participation in state public utility commission proceedings and in the legislative arena
- Advise utilities and utility commission staff on energy efficiency matters
- Conduct outreach to raise awareness and build support for utility energy efficiency initiatives in the southwest region.

The Senior Associate will carry out these activities in conjunction with other SWEEP staff and our state representatives.

Qualifications: Applicants should have experience working on utility DSM programs for a utility, a consulting firm, non-profit organization, or a state utility commission. Masters degree plus at least five years of experience or Bachelors degree plus at least eight years of experience. Strong analytical and communications skills, ability to work independently, and a personal commitment to a cleaner environment and more sustainable future.

To apply, send brief cover letter and resume (no phone calls, please) to:

Utility Program Opening
 SWEEP
 2260 Baseline Rd. Suite 212
 Boulder, CO 80302

Applications can also be submitted via email to info@swenergy.org

14. Hara Software: Software Developers, Sustainability Consultants, UI Designers, and more

Hara provides software and services to help organizations manager their "organizational metabolism" - the sum of the collective resources consumed and expended by an organization - including energy, fossil fuels, water, waste, carbon, and other natural resources.

Hara's Environment and Energy Management solution has been around since early 2009 and is already in use by a number of large companies and municipalities including News Corp, Safeway, and the City of Palo Alto.

Hara is seeking talented individual to fill position throughout the company including software developers, UI designers, sustainability consultants, and more. For a complete list of open positions, visit our Careers page: <http://hara.com/careers.html>. To learn more, send an email with your resume and your area of interest to Jimmy Caputo (jcaputo@gmail.com).

15. Advancing Sustainability at Southern California Edison (SCE): the MAPS Analyst Rotation Program

SCE's Market Analysis & Planning Strategy (MAPS) rotation program presents recent graduates with the opportunity to explore different aspects of the evolving energy industry. SCE is the nation's largest provider of renewable energy, a world renowned leader in energy efficiency, and a leading developer of smart grid and electric vehicle technologies. The MAPS program consists of three 6-month rotations in different departments throughout the company and is available to qualified candidates with a bachelor's or master's degree, including engineers. For full-time positions, you can submit your resume using keyword (MAPS) at www.edisonjobs.com <x-msg://299/www.edisonjobs.com> and for more information please reach out to the Edison contact provided below.

Philippe Bouchard
Market Analyst
Regulatory Policy & Affairs
Work: (626) 302-3682, PAX 23682
Cell: (951) 552-0655
Philippe.Bouchard@sce.com <<mailto:Philippe.Bouchard@sce.com>>

16. Multiple Positions, Yingli Green Energy Americas, Inc. SF and NY

Yingli Green Energy Americas, Inc. is a wholly-owned subsidiary of Yingli Green Energy Holding Company Ltd. (NYSE: YGE), one of the world's leading manufacturers of solar energy products. With offices in New York and San Francisco, Yingli Green Energy Americas designs and sells photovoltaic (PV) modules to utilities, project developers, system integrators and product distributors throughout North America. Our company is currently planning to open a 100MW module manufacturing facility in the United States in 2010.

Sales Engineer: Reporting to the Field Operations Leader, the Sales Engineer will be responsible for supporting the Yingli Green Energy Americas leadership team as needed on all technical and commercial-related aspects of business development and customer support in the North American PV market. As a key liaison between the Operations & Business Development teams, this individual will work closely with existing and potential customers to define and realize business opportunities.

Essential Duties and Responsibilities

- Contribute to VOC and benchmarking studies to identify opportunities to create competitive advantages
- Establish new relationships with potential customers to generate sales
- Interface with current/potential commercial partners and customers at industry trade shows
- Provide technical service support to customers as needed with respect to project/system design
- Support the Product Engineer to develop product specifications and data sheets for US products
- Monitor and analyze field/system performance, and present findings to management
- Interface with customers on product claims; support and communicate claim resolution
- Communicate information to customers as needed, including, but not limited to engineering changes, technical bulletins, and letters of compliance
- Utilize lean six sigma methodology to improve sales metrics and customer satisfaction
- Support management team in ad hoc tasks and initiatives

Requirements:

- Bachelors Degree in Electrical Engineering; preference towards focus on applied photovoltaics
- Must be able and willing to travel up to 30%, including international travel to China as needed
- Superior written and verbal communication skills, and a strong proficiency of Microsoft Office tools
- Ability to design products with Autocad and/or other design software
- Previous experience with modeling software, PVSYST, SAM, PVDesignPro is preferred
- PV Experience, preferably field experience, and knowledge of industry standards/codes is preferred
- Minitab proficiency is preferred
- Mandarin speaking ability is preferred

Interested candidates should remit a cover letter, resume, and salary expectations to Brian Grenko, Director of Operations, at brian.grenko@yinglisolar.com <<mailto:brian.grenko@yinglisolar.com>> .

17. Sales Executive, Blue Oak Energy (Commercial Solar), Davis, CA

Blue Oak Energy, Inc. is a commercial and utility scale solar electric project firm based in Davis, California. Our services include project planning and feasibility, design and engineering, turn-key installation, and system maintenance. We have been the project lead or a key team member for over 100 projects, from 50kW to 35MW in size. In the past six years, Blue Oak Energy has provided a range of services for projects with a cumulative total of over 80MW.

We are currently seeking a talented Sales Executive to focus on prospecting, developing and closing sales for major commercial solar projects. In this position, you will work closely with our business development team to identify target markets, develop leads and prospects, deliver sales presentations and quotes to decision makers, and negotiate and sign contracts with commercial customers.

Responsibilities:

- Meet or exceed established sales goals for commercial solar projects
- Develop and manage leads within target markets, and prospect for new commercial solar customers
- Communicate with key decision makers to identify customer requirements and develop potential solar opportunities
- Conduct site visits to gather data, educate prospective customers, and generate enthusiasm for commercial solar projects
- Evaluate site data and perform financial analysis to assess project feasibility and cost-effectiveness
- Present professional proposals and price quotes to prospective solar customers
- Negotiate contracts with potential customers
- Close sales contracts for commercial solar projects
- Work with engineering team to hand-off customer contracts and ensure effective communications with customers to support the design and construction of high-quality solar projects
- Manage accounts to provide high levels of customer satisfaction in order to increase the potential for repeat business
- Represent Blue Oak Energy as an experienced and knowledgeable team member
- Contribute to an amicable working environment with other associates and employees

Qualifications:

- Bachelor’s degree and 5+ years of sales experience in technology, energy services or construction
- Proven track record in developing new business, presenting to C-level decision makers, closing sales contracts, and growing accounts with commercial customers
- Experience with financial analysis and deal structuring is strongly preferred
- Solar electric sales experience, and working knowledge of construction practices is highly desirable
- Knowledge of solar rebates, incentive programs, and electric utility rate structures is strongly preferred
- Excellent written and verbal communications, plus superior presentation skills
- Self-motivated, proactive, professional, ethical, and committed to excellence
- Demonstrated ability to communicate effectively with customers of all disciplines
- Excellent computer skills, including MS PowerPoint, Excel, Word, and Outlook
- Experience with Salesforce.com is preferred
- Attention to detail, highly organized, and skillful at working on multiple projects simultaneously
- Ability to work effectively in fast-paced and dynamic start-up environment
- Willingness to travel as needed (up to 25%)
- A “Can Do” positive attitude, coupled with superior problem-solving skills

Application Requirements:

Only resumes submitted with a cover letter will be considered. References will be contacted for all final candidates.

Respond to: careers@blueoakenergy.com, with SalesExec in the subject line

Start date: April 2010

<http://www.linkedin.com/jobs?jobId=911129&startApply=&applicationDraft=1269998561555>

18. Faculty position in Sustainable Construction Management

Universidad Catolica de Chile is searching for a new faculty person in sustainable construction management, maybe one of your energy-folks friend is interested. More information can be found in the link below

http://www.ing.puc.cl/esp/infgeneral/academicos/concursos/icc_sustainable_construction_management_position.html

19. Green Building Energy Modeling Professionals, Cadmus Group, VA or SLC Utah

The Cadmus Group, Inc. is seeking mid-level professionals for our Green Building (GB) practice with experience in energy modeling and ASHRAE 90.1. Mid-level professionals should have three or more years of experience. Daily activities include consulting on LEED and energy modeling projects, reviewing LEED certification applications (primarily EA credit 1), supporting federal, state and municipal energy programs, reviewing standards and codes, creating and manipulating spreadsheets and databases, working with standard software packages to benchmark building energy use, offering technical support to organizations, training and writing reports and other documents. This position involves extensive work with the ENERGY STAR platform for residential and commercial buildings, and working with LEED Accredited Professionals (APs) to review designs and operational practices in new and existing buildings for maximum sustainability.

Cadmus is an Affirmative Action Equal Opportunity Employer. For more information, and to apply, please visit our Online Career Center at <https://careers.cadmusgroup.com/apply/> <<https://careers.cadmusgroup.com/apply/>> .

20. Lead Energy Modeler, CDI Engineers, Lynwood WA

Join one of the Northwest's foremost Mechanical Engineering firms as CDi Engineers' lead Energy Modeler. The Energy Modeler will manage the firms' energy modeling efforts, develop standards and mentor/train staff in area of energy modeling. Key job responsibilities include:

- Perform building energy simulations and models as a project team member, including new construction and existing buildings.

- Work with utility, state and national programs to assist in the securing of grants or other sources to procure third-party funding for construction, studies, etc.
- Work with a variety of energy analysis software appropriate to specific projects, including eQuest, E+, EnergyPro, and TAS.
 - Develop office standards and “shoebox” templates that will allow all engineering staff to develop simplified models.
 - Perform spreadsheet-based calculations of potential energy savings opportunities in planning stages of projects and in support of policy development.
 - Review LEED credit documentation related to energy performance for compliance with standards.

- Assist team members and client project teams with interpretation of and compliance with ASHRAE Standard 90.1 and local energy codes.
- Participate in project design charrettes and workshops with staff and clients.
- Assist with training other engineering staff in energy modeling techniques and protocols.

Qualifications include:

- Minimum of 5 years experience with HVAC systems.
- LEED® AP Accreditation required.
- Knowledge of energy modeling programs, eQuest strongly preferred.
- Bachelors Degree in Mechanical Engineering or equivalent job experience preferred.
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If this appeals to you, we invite you to e-mail your resume to hr@cdiengineers.com
<<mailto:hr@cdiengineers.com>> using "Energy Modeler" as your subject line.

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energyfolks mailing list
energyfolks@lists.stanford.edu
<https://mailman.stanford.edu/mailman/listinfo/energyfolks>