



## **Damuth Trane Position Opening**

**Job Title:** Energy Engineer  
**Department:** Direct Sales  
**Reports To:** Direct Sales Team Leader  
**Posting Date:** 6/30/10  
**FLSA Status:** Exempt (not eligible for overtime compensation)

### **PRIMARY ROLE**

This position provides technical and design support to the acquisition teams for the selling of energy solution offerings, and project design required to support project management in the implementation and on-going measurement and verification / systems evaluation required to achieve contractual expectations.

**ESSENTIAL DUTIES AND RESPONSIBILITIES** include the following. Other duties may be assigned.

- Participates in the technical analysis of facilities and their usage to determine creative solutions and savings opportunities.
- Coordinates and oversees the usage of outside consultants whom are retained for detailed analysis and building simulation models when required.
- Participates and supports sales with customer presentations of technical findings.
- Supports the development of written scope of work for estimating and contractual purposes.
- Participates in the risk mitigation review of energy guarantees.
- Supports as required Project Managers with the implementation of related services and customer support for comprehensive projects.
- Leads the Measurement and Verification effort on assigned accounts.
- Conducts high level Building Automation System Evaluations for maximum system savings and building operating efficiency.
- Short and long term financial performance for the business units. Critical measurements are: Retrofit Sales Revenues, Booked/ Delivered Gross Margin and Achievement of Customers energy savings goals.

### **CUSTOMER SERVICE**

- Provide responsive customer service. Answer customer calls and correspondence quickly and pleasantly. Communicate with customers in a friendly, professional, and patient manner.
- Perform all duties with the goal of building and maintaining long-term customer relationships.
- Immediately address any customer's concern. Request the involvement of other Company personnel as required. Notify Direct Sales Team Leader of any major concerns and the action taken to resolve it.

### **TEAMWORK**

- Demonstrate and promote a spirit of cooperation and teamwork throughout the Company.
- Continually look for ways to improve our processes and ability to serve our customers effectively.
- Improve personal performance on a continual basis. Suggest training programs or other opportunities for improvement to Direct Sales Team Leader as they apply.
- Works with the Retrofit Solution Specialists and Account Managers on a consistent basis.
- Practice Shared Values

### **SAFETY**

- Use safe work practices in the office and promote safe practices in the field.
- Notify Direct Sales Team Leader or Safety Coordinator of any unsafe conditions.
- Proper PPE equipment must be used at all times within industrial facilities and in construction zones.

**SUPERVISORY RESPONSIBILITIES**

- This job has no supervisory responsibilities.

**QUALIFICATIONS:**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

**EDUCATION AND EXPERIENCE**

- Certified Energy Manager (CEM) or Certified Building Energy Simulation Analyst (BESA) desired
- 4 year engineering degree or a registered Professional Engineer (P.E.) with at least 3 years experience in energy engineering or energy management.
- OR- 4 year business degree, with at least 5 years experience in energy engineering or energy management.
- OR- 2 year technical degree, with at least 8 years experience in energy engineering or energy management.
- OR- 10 years or more experience in energy engineering or energy management.

**SPECIAL SKILLS**

- Understanding of working and business relationships within Damuth Trane.
- Excellent communication skills both written and oral.
- Teaming Skills and ability to work with a variety of personalities.
- Ability to communicate both written and orally.
- Ability to write reports, business correspondence, and procedure manuals.
- Working knowledge of Windows, Microsoft Word and Excel.
- Must be capable of working in a team environment.

**CERTIFICATES, LICENCES, REGISTRATIONS**

- Valid driver's license and excellent driving record.

**PHYSICAL DEMANDS**

- Physically able to climb ladders.
- Ability to pass drug screening.
- Mobility within the office and on jobsite.
- Ability to lift and carry 25 pounds.
- Willing to travel locally as required.
- Able to prove U.S. Employment eligibility.

**Consideration:**

Please email ([smirkle@trane.com](mailto:smirkle@trane.com)), fax (757-558-9899), or mail resume or application and salary requirements to Human Resources.

EOE/AA, Drug Free Workplace