



Albireo Energy

Albireo Energy is a national building automation, energy services, and electrical power monitoring system provider. Their solutions and services help building owners and managers improve efficiency and reduce operational costs while improving comfort for tenants. With almost 250 professionals and access to industry-leading technologies from Schneider Electric, Johnson Controls, Delta Controls, and Distech, Albireo Energy provides superior services and solutions to data centers, healthcare, biosciences, government and commercial real estate. www.albireoenergy.com

Title –Energy Engineer

Location – Chelmsford, MA

Reporting to – Jay Zaino, Division President, Albireo Energy

Job Description

The Energy Engineer will play a significant role in growing the energy services business by providing presales technical support and post-sale operations support.

Pre-sale Technical Support –

Albireo Energy has a team of sales professionals that have relationships with hundreds of large, sophisticated building owners throughout New England. The EE will help the sales team penetrate the account base with energy efficiency solutions and related services by performing energy benchmarking, conducting facility audits, and calculating costs and savings opportunities for building upgrades. The EE will use EnergyStar (or similar energy benchmarking tools) to qualify sales opportunities and will perform site audits to identify operational improvements as well as capital projects. The EE will calculate savings opportunities and assist the sales team estimating project costs and calculating Return on Investments (ROI). The EE will provide technical sales support at customer meetings and will be comfortable communicating with savvy building operations personnel. The EE will work with utilities to learn incentive programs and assist the sales team and customers in capturing rebates. The EE will develop tools and processes to help the sales team become efficient at qualifying sales opportunities and provide coaching related to local incentive programs.

Post-sale Operations – The EE will assume an operational role and be a key resource in project implementation and ongoing support. Implementation tasks will include working with key stakeholders



at customer buildings and collaborating with Albireo Energy Project Managers, engineers, programmers, and technicians, to ensure successful implementation of energy projects and services. Typical implementations will include metering installations, lighting retrofits and controls, sensor installations with applicable optimization strategies, central plant efficiency, demand response solutions, remote analytics, VFDs, and optimized control strategies. The EE will also provide ongoing input to the sales team when analytics identify inefficiencies that could provide savings opportunities to customers.

Key Requirements:

Qualified candidates will have expertise in Building Automation Systems (BAS), HVAC mechanical systems, energy engineering, systems integration, and metering technologies. The EE will have experience using EnergyStar, (or similar energy benchmarking tools), and the ability to perform ASHRAE Level I and Level II building surveys. The ideal candidate will also have an understanding of utility rates, incentive programs, and demand response programs. Specific requirements include:

- Technical degree in Mechanical or Electrical Engineering
- Certified Energy Manager (CEM) preferred
- Knowledge of Fault Detection and Diagnostic (FDD) software
- Understanding of utility rates and electricity markets, Demand Response knowledge preferred
- Tech savvy with experience using Access and Excel
- Hard working, internally motivated person anxious to learn and grow
- Communication skills to assist with sales presentations and internal training
- Contracting and/or project management experience to coordinate resources, contractors, and manage to job deliverables on time and within budget
- Minimum three years' experience in BAS, HVAC, or building operations

Interested candidates can send resumes to Phil Bomrad at pbomrad@albireoenergy.com.