



# Albireo Energy

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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 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 clients. [www.albireoenergy.com](http://www.albireoenergy.com)

**Title** –Energy Engineer

**Location** – San Diego, CA (office location: Poway, CA)

**Reporting to** – General Manager

## Job Description

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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 Southern California. The Energy Engineer (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 employ data analytics and site audits to identify operational improvements as well as capital projects. The EE will calculate savings opportunities and assist the sales team in 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 and C-level or economic decision makers, as needed. The EE will work with utilities to learn incentive programs and assist the sales team and customers in capturing rebates. When needed, the EE will expand on existing tools and develop new tools to provide coaching related to local incentive programs and energy savings measures.



**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. In addition, the EE will also oversee any on-going tasks associated with state and utility incentives. Typical measures will include optimized control strategies, building analytics, sensor installations with applicable optimization strategies, central plant efficiency, demand response solutions, VFDs, metering installations, and lighting retrofits and controls. The EE will be the San Diego Division lead for the development and implementation of data analytics solutions and services. As such the EE will provide ongoing input to the sales team when analytics identify inefficiencies that could provide savings opportunities to customers.

## Key Requirements:

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Qualified candidates will have expertise in Building Automation Systems (BAS), Data Analytics (SkyFoundry preferred), HVAC, central plants, 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
- Technical knowledge and understanding of HVAC, building automation and electrical systems
- Demonstrated experience using analytics software to identify opportunities to reduce HVAC operating costs, or otherwise improve the operation of building systems
- Understanding of utility rate structures, and rebate programs
- Tech savvy with experience using Microsoft Office (Excel, Word, PowerPoint, etc.)
- Hard working, internally motivated person anxious to learn and grow
- Strong communication skills with ability to lead presentations to a range of audiences from C-level executives to internal sales presentations and internal training
- Strong relationships with local suppliers and vendors.
- Active participation in relevant professional organizations including ASHRAE and AEE
- CEM, CCP/CxA, LEED-AP Certification a plus
- Minimum of 2-4 years' experience in energy conservation, commissioning or facility operation field preferred

Interested candidates can send resumes to [www.albireoenergy.com](http://www.albireoenergy.com)