

# ROBERT SMITH

## Energy Specialist II

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Manage a high volume of sales projects throughout the sales cycle Collaborated with technical and program personnel and other internal members to develop innovative energy programs.

## EXPERIENCE

### Energy Specialist II

#### RISE ENGINEERING - MARCH 2015 - 2020

- Conducted energy assessments of commercial and industrial buildings on behalf of utilities (National Grid) and energy program sponsors.
- Identified potential energy-efficiency measures and develop.
- Presented proposed work plans to energy end-users.
- Evaluated opportunities for efficiency upgrades and controls.
- Developed proposals for recommended energy -efficiency measures, including accurate cost estimates.
- Presented proposals and associated benefits, costs and savings to customers and secured approval to proceed.
- Coordinated all available incentives and financing options, including utility -company rebates.

### Energy Specialist

#### Delta Corporation - 2014 - 2015

- Received Home Improvement Salesperson CSLB license to conduct home assessments for free weatherization through SoCalGas Company.
- Commission based sales with continual highest lead in enrollment production.
- Pioneered methods to generate clientele leads and instructed sales team Critically assessed and qualified low income households for energy efficiency .
- Visiting homes, apartments or residents in the community and performing comprehensive energy adults Installing hardware measures including CFL bulbs,.
- Educating clients about energy efficiency and other ways to save energy in their homes.
- Set appointments -Data entry -Perform energy efficiency audit.
- Home Beautification Green Energy Group Appointment setting Solar and other energy efficient products for the home.

## EDUCATION

- Computer Science - (SUNY Binghamton University - Binghamton, NY)

## SKILLS

Microsoft Office, Adobe Software Experience.