



## Solutions Development Specialist

### Job Scope

As a Solutions Development Specialist, your primary responsibility is to generate new and creative energy-efficient solutions that align with the customers' needs and comply with the local energy codes. Your duties may include conducting site audits, creating mock-ups, reviewing code compliance, negotiating pricing, specifying materials, providing labor estimates, and working beyond regular hours to ensure that project completion is done.

### Responsibilities

- Develop energy-saving solutions based on the results of site audits and customer requirements. Prepare comprehensive proposals that include financial analysis, potential rebates, and energy savings.  
Create complete submittal packages for customer review.  
Generate material quotes by taking off the required materials or using customer-provided information.  
Negotiate material pricing with agents or manufacturers.  
Evaluate design ideas based on aesthetics, safety, function, serviceability, and budget.  
Understand retrofit product applications and specifications.  
Obtain and review labor pricing.  
Perform interior or exterior site lighting audits.  
Perform any other tasks assigned.

### Requirements

- Develop energy-saving solutions based on the results of site audits and customer requirements. Prepare comprehensive proposals that include financial analysis, potential rebates, and energy savings.  
Create complete submittal packages for customer review.  
Generate material quotes by taking off the required materials or using customer-provided information.  
Negotiate material pricing with agents or manufacturers.  
Evaluate design ideas based on aesthetics, safety, function, serviceability, and budget.  
Understand retrofit product applications and specifications.  
Obtain and review labor pricing.  
Perform interior or exterior site lighting audits.  
Perform any other tasks assigned.

As an EEO/Affirmative Action Employer all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status.