



## **Community Outreach Event Representative**

All In Energy is a 501(c)(3) non-profit organization making the transition to a clean energy economy more rapid and inclusive by creating community outreach campaigns that drive adoption of energy-saving products and services in underserved neighborhoods. We're seeking Community Outreach Event Representative to help execute outreach events in and around Lawrence. We are partnered with the City to serve homeowners, renters, non-English speaking/limited English proficiency (LEP) residents, and small businesses.

The Community Outreach Event Representative position is a customer engagement and marketing role and often All In Energy's first point of contact with potential customers. The Community Outreach Event Representative conducts outreach at retail locations, farmers markets, festivals, fairs, corporate events, and community partnership events and engages and educates event attendees about Mass Save Home Energy Assessments and Community Solar programs and schedules no-cost assessments and phone consultations. If you care about the environment, love working with people and dread working at a desk in an office, this job is for you! It's interesting, fun and never boring!

Successful candidates must have a passion for curbing climate change, stellar communication skills, a strong desire to connect people to programs that help lower their carbon footprint and utility bills, attention to detail, and a willingness to learn and employ one of the most crucial pieces of the "sales funnel".

### **Responsibilities will include:**

- Develop a comprehensive knowledge of the Mass Save program and Community Solar.
- Work at events approximately 15-25 hours per week, including evenings and weekends.
- Communicate professionally, intelligently, persuasively and courteously to engage customers on the value and benefits of Mass Save home energy assessments and community solar.
- Schedule appointments and consultations using your smart phone or a provided tablet.
- Manage time effectively to hit weekly outreach targets.

### **Required Qualifications:**

- Honesty, reliability, punctuality and willingness to work hard.
- Self-starter with a strong entrepreneurial spirit and work ethic and the willingness to explore and implement new solutions.
- Ability and willingness to adapt quickly to changes in scheduling or program criteria.
- Strong oral and written communication skills.
- Attention to detail and a conscientious note taker.
- Ability to listen to customer "objections" and overcome them.
- Experience following a "script" and attention to process.
- Work well independently and as part of a team.
- Reliable transportation to drive to/from events.

- Ability to stand for up to 6 hours, sometimes outdoors on hot or cold days.
- Ability to carry up to 15 pounds of event set-up materials.
- Genuine enthusiasm for the vision of All In Energy specifically and climate issues in general.
- Experience living and / or working in Lawrence (Lawrence residents are highly encouraged to apply)

### **Preferred Qualifications:**

- Bilingual proficiency in English and Spanish highly preferred.
- Experience communicating with the general public in retail, sales, marketing or political canvassing/outreach positions.
- Experience with proofreading, editing or data entry.
- Public speaking experience.
- Basic knowledge of how homes use and lose energy.
- Experience working for non-profit organizations highly desirable.

### **Compensation**

- \$15 per hour.
- Competitive commission for every completed home energy assessment and community solar consultation that you schedule.
- Target all in compensation with commission is \$20 per hour.
- Varied schedule, with regular evenings and weekends
- Part-time or Full-time possibilities

### **Why All In Energy**

All In Energy is an equal opportunity employer who values diversity. In particular, we're dedicated to broadening opportunities for individuals from demographic groups that are historically underrepresented in the clean energy economy. We're committed to building an inclusive workplace culture where talented people of widely diverse backgrounds can thrive. We are actively seeking people who bring diverse backgrounds and perspectives to join us in this work.

To apply, please email a brief cover letter and resume to [gabe@allinenergy.org](mailto:gabe@allinenergy.org) with "Community Outreach Event Rep Application" in the subject line.