



Neighborhood Outreach Representative

All In Energy is making the transition to a clean energy economy more rapid and inclusive by creating community outreach campaigns in underserved neighborhoods that drive adoption of energy-saving products and services. We're seeking a dynamic and passionate individual to execute our outreach campaign in Cambridge. We are partnered with the City to connect renters to no-cost, light-touch home energy assessments that do not require landlord involvement. **Your role will focus on helping us knock on the door of every renter in Cambridge to let them know of this time-limited opportunity.**

The Neighborhood Outreach Representative is a customer engagement and marketing role and often All In Energy's first point of contact with residents in the community. This role directly impacts All In Energy's success reaching residents and helping them save money and energy at home.

Responsibilities will include:

- Develop a comprehensive knowledge of Cambridge's renter program and other energy programs
- Engage professionally, intelligently, persuasively and courteously with Cambridge renters to engage them on the value and benefits of no-cost home energy assessments through door-to-door canvassing
- Schedule appointments and consultations using your smartphone.
- Maintain organized contact records
- Manage time effectively to hit weekly outreach targets.
- Capture learnings and best practices to help All In Energy improve its field operations.
- Solicit feedback from residents who have been through the program and ask for referrals of family, friends, and neighbors.

Required Qualifications:

- Passion for addressing global climate change, equitable clean energy access, or economic and environmental justice.
- Confidence speaking with strangers in person and ask them to take a no-cost action to save money and energy while helping reduce greenhouse gas emissions.
- Honesty, reliability, punctuality and willingness to work hard.
- Self-starter with a strong entrepreneurial spirit and work ethic.
- Strong oral and written communication skills.
- Demonstrated ability to creatively problem solve and overcome obstacles.

- Ability to work independently and as a part of a small, nimble team.
- Ability to listen to customer “objections” and overcome them.
- Details-oriented and able to keep records and systems organized.
- Ability to travel in and around Cambridge, as well as to our coworking space near Boston University (special consideration will be given to residents of the City of Cambridge).
- Ability to walk for up to 4 hours outdoors, including on hot or cold days and evenings

Preferred Qualifications:

- Experience communicating with the residents of low-income and/or majority-minority communities.
- Experience following a “script” and attention to process
- Sales, outreach, or organizing experience, e.g. retail, political canvassing, fundraising.
- Public speaking experience.
- Basic knowledge of how homes use and lose energy.
- Bilingual in English and Spanish, Chinese, Portuguese or Haitian Creole.

Hours and Compensation:

- \$15/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.
- 15-20 hours per week, primarily on weekday evenings and weekends

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.