

Southern California Division Director

Bevilacqua-Knight, Inc. (BK_i) seeks an experienced Division Director to implement regional building energy retrofit programs in Southern California. This work will primarily involve directing a new Los Angeles office focusing on comprehensive building retrofit programs allied with the solar and green contractor communities to make existing buildings more environmentally sound as well as comfortable, safe, and economical to operate. The position is open for an immediate start. The Division Director reports directly to a company Principal.

ABOUT BK_i

Founded in 1980, BK_i is a leading energy consulting firm that focuses on fostering energy efficiency and environmental gains in buildings, power supply, and vehicles. BK_i specializes in designing and implementing community-scale building retrofit programs and policies for government and utilities. The firm has a strong background in governmental policy development and management of programs to move new technical practices and technologies from R&D into practical commercial use.

RESPONSIBILITIES AND DUTIES

This Division Director position requires a flexible schedule, for some travel and evening /weekend activities.

- Direct and oversee the development and operation of a new Los Angeles County BK_i office, including staffing and personnel management, financial forecasting and control, facilities and equipment control, marketing, revenue growth, project oversight, quality assurance, and profitability.
- Develop and oversee detailed program designs, budgets, and schedules and manage all aspects relating to successful implementation of regional building retrofit programs.
- Establish and enhance the firm's visibility and competitive position in Southern California.
- Identify and coordinate with all participating local governments, relevant funding sources and existing programs. Examples of current funding sources include EECBG, SEP, and DOL workforce grants. Programs include CSD Weatherization Assistance Program (WAP), CPUC Low Income Energy Efficiency Program (LIEE), IOU and local Whole House Energy Efficiency Programs, NSP Foreclosure Recovery Funds, and financing options such as AB811 and FHA 203K mortgage funds.
- Engage all appropriate existing building stakeholders in the regional program's territory to ensure stakeholder buy-in, inform program design, leverage all available marketing distribution channels and spread the word about program offerings.
- Analyze local market potential to inform program design and implementation strategies.
- Develop building retrofit program implementation plans including all program policies and procedures.
- Develop effective management and coordination structures to ensure that all program elements are effectively implemented and program growth continues.
- Organize and manage program launch activities.
- Develop and implement workforce education and training plan and schedule in coordination with allies such as CBPCA.
- Implement consumer marketing and outreach strategy that leverages the funding and distribution channels of existing building stakeholders at the state, regional, and local levels.
- Work with partners to establish financing and incentive programs.

- Implement and oversee program quality assurance activities in coordination with utility incentive programs.
- Assess and select policy options with stakeholder input that are tailored to local government needs while advancing regional consistency to the maximum extent feasible and appropriate.
- Establish and manage program and consumer feedback mechanisms to ensure ongoing program management and enhancement.

QUALIFICATIONS AND EXPERIENCE

- At least 5 years hands-on experience (either public-sector or private-sector) in the energy efficiency field; thorough understanding of business and regulatory decision-making processes.
- At least a baccalaureate degree in a relevant field; master's degree preferred.
- 4 plus years of experience managing a team of 5 or more people.
- Operations background preferred.
- Proven communication plan development and implementation skills.
- Proven ability to navigate among divergent political interests and manage relationships with competing political partisans in a professional, ethical, and nonpartisan manner.
- Proficient organizational and strategic skills.
- Strong writing, public speaking, and interpersonal communication skills; friendly, outgoing nature and an eagerness to serve clients, partners, and the public interest.
- Experience in budget development and management.
- Knowledge of energy efficient design, construction strategies, technologies and materials and the ability to articulate the environmental, health, and economic benefits of green building.
- Self-sufficient office skills: ability to work with MS Word, MS Excel, MS PowerPoint and Windows operating systems. Access (or other database) experience is preferred.
- A proven commitment to addressing a variety of environmental and public health issues through energy efficiency and an appetite to learn more about the rapidly evolving field.

EDUCATION AND BACKGROUND

Baccalaureate degree from an accredited college or university in related field AND at least five years of progressively increasing responsibility related to duties similar to those described for this position.

SALARY AND BENEFITS

The Division Director is a full-time position. Salary is based on qualifications and experience. BKi offers a competitive benefits package including medical, dental, vision, disability, and life insurance, profit sharing and 401k retirement plans, educational allowance, and paid holidays, sick leave, and vacation.

APPLICATIONS

If you are interested in applying for this position, please submit a résumé with references, a letter of interest, and a writing sample (five pages maximum) via e-mail to bkijobs@gmail.com.

No phone calls please. BKi is an equal opportunity employer.

BKi offers competitive salaries, excellent benefits. We're an equal opportunity employer, committed to the professional growth of our people.