



AdvantageGreen Energy Internships Program - Position Description

About the Internship Program:

[AdvantageWest](#), the economic development partnership for Western North Carolina, has received funding from the State Energy Office of North Carolina to support the **AdvantageGreen Energy Internships Program**. This program will place nine, 12-month paid-internships with regional clean energy businesses and organizations providing experiential learning and training in a well-supported and supervised work environment. Through these positions, the program aims to create a pathway to full-time employment for talented recent graduates of NC colleges and universities, while at the same time helping expand our regional clean energy businesses.

Eligible Applicants:

Applicants must be either (1) a graduate within the preceding three years of an accredited institution of higher education in the State of North Carolina; or (2) be a permanent resident of North Carolina who has graduated from an accredited out-of-state institution of higher education within the preceding three years.

Host Business Info

Business Name: SolTherm Energy, LLC

Business Address: 2 Town Square Blvd
Asheville, NC 28803

Type of Business: Clean Energy Services Firm

Website: <http://www.soltherm.com/>

Internship Position Information

Position Name: Associate Energy Analyst

Position Description:

SolTherm Energy, located in Asheville, NC, is a southeastern leader among solar companies. Our unique understanding of how markets act and react enables us to design and implement solar solutions that transform our targeted commercial, institutional clients and provide persistent, sustainable, and measurable results. The SolTherm program offers an intern hands-on experience in every facet of the renewable energy sector.

Core areas of development will include –

- Marketing: competitive landscaping to community workforce development
- Engineering: on-site peak flow installations to system simulations

- Finance: project due diligence to tax credit instrument comprehension

Initiative is crucial; the successful candidate will be able to demonstrate organization and execution daily. We want to make sure that your hard work is balanced out by your enjoyment of working for us. Are you ready to join the team?

Learning Objectives:

This rotational training program will incorporate the 3 core business areas: Marketing/Sales, Operations/Engineering, & Finance. Each candidate will be exposed to all facets of the business with tract focus in each department on a 4-month revolving basis.

Core Challenges

Marketing

- Seek out and target new customers and new sales opportunities in territory through research, outreach and meetings within 3 target communities: Healthcare, Government and Education
- Planning and implementing campus-based workforce training efforts with students, staff and program partners. Supporting the effort to expand our college/university/continuing education development model to other institutions through our STEPP™ program
- Deliver effective project-related presentations and trainings
- Maintain current information and tracking of leads/projects in our Salesforce CRM
- Provide additional support in the form of preparing presentation materials, reviewing project related papers and compiling information
- Work with external partners/agencies to achieve quarterly and yearly objectives
- Develop and/or maintains and improves new business relations with all customers of SolTherm

Operations

- Conduct analysis, determination and recommendation of training needs for new contractors
- Assist in metering and peak flow analysis installations to include tracking and monitoring data and preparing reports
- Provide real-time training status and analysis of engineering qualifications, in support to the engineering construction projects and senior management
- Learn about the inputs that go into creating a blueprint for a solar construction plan
- Work with our manufacturing partner Heliodyne (www.heliodyne.com) to assure continuity of PolySun software simulations

Finance

- Assist in performing economic and analysis to assess the impact of climate change on water and energy use of utilities within the region
- Working with the Marketing and Finance, analyzing sales statistics to determine business growth potential and the development/updating of the Strategic Marketing Plan

- Demonstrated knowledge, and understanding, of statewide and national regulatory and market issues pertaining to clean energy
- Analyze billing and utility data, qualifying potential solar projects and training non-technical staff on identifying and assessing these types of projects
- Researching energy and climate change metrics for developing climate action plans and local government policies
- Perform final review of energy-efficiency calculations

Other Success Metrics

- Proven experience in taking the initiative, as well as good organizational skills
- Ability to exercise good judgment and participate in collaborative efforts
- Regional travels, trade shows, off-site meetings, open bids, etc.
- The Associate Energy Analyst will perform other duties and responsibilities as required.

Additional Position Information:

SolTherm Energy employs of a team of seasoned energy and business professionals with extensive expertise in renewable energy and financial markets. Amidst one of the most challenging business times in generations, they provide clients with low-risk, high-return solutions that utilize solar technologies and innovative financing programs.

The successful candidate will be a key part of a driven and focused group of professionals. Our team members work closely in a collaborative-oriented environment supporting each other on projects and creatively developing new opportunities.

Duration: The position will start in October 2010 and last 12 months
40 hours/week, Monday – Friday

Compensation: \$15 / hr

To Apply: Please submit a resume, cover letter, and at least 3 references by email to:
Chris Gaunt, Client Development Director cgaunt@soltherm.com

*At least one of your references should be from the college or university from which you recently graduated

Applications will be reviewed and interviews conducted on an ongoing basis. This position is expected to be filled by September 22nd.