



<https://cutone.org/job/trusted-energy-advisor/>

Trusted Energy Advisor – Client-Facing | Growth Relationship Management

Description

We are seeking a **Trusted Energy Advisor** to join our team and serve as the primary point of contact for both new and existing clients. This is a customer-facing, business development role for someone who is passionate about energy efficiency, sustainability, and building long-term professional relationships.

As a Trusted Energy Advisor, you will identify opportunities to deliver value through technical consulting, incentive program support, and strategic energy solutions. You'll work closely with commercial and industrial clients to understand their needs, recommend tailored services, and ensure ongoing satisfaction and retention.

This is a high-impact position ideal for someone who thrives on helping customers achieve measurable results while contributing to the company's long-term growth.

Responsibilities

This is a client-facing role ideal for someone passionate about energy efficiency, compliance, and strategic consulting. You'll play a pivotal role in expanding our customer base while helping current clients navigate regulatory requirements and identify cost-saving opportunities.

As a Trusted Energy Advisor, you will:

- Develop and manage strong, long-term relationships with building owners, property managers, and key stakeholders.
- Identify new business opportunities by actively reviewing NYC job permits, DOB filings, and market activity.
- Monitor and analyze the Local Law 87, 88, and 97 covered building databases to identify compliance opportunities and potential project leads.
- Stay informed of changes to energy codes, incentive programs, and emerging technologies.
- Maintain consistent and proactive communication with existing customers, ensuring satisfaction and identifying upsell or cross-sell opportunities.
- Coordinate with our internal engineering and program support teams to deliver high-quality, tailored solutions.
- Represent the company at industry events, client meetings, and virtual presentations as needed.

This is a growth-oriented position for someone who thrives in a fast-paced environment, excels at relationship building, and wants to make a measurable impact in New York's energy landscape.

Qualifications

- Bachelor's degree in Architecture, Engineering, Sustainability, or a related field.
- 2+ years of experience in a professional services, building systems, or energy-focused role.

Hiring organization

Cutone Company Consultants, LLC

Employment Type

Full-time

Industry

Energy Efficiency Consulting

Job Location

222 West 79 Street, 10024, New York, NY, USA

Working Hours

Monday thru Friday 7 am to 5 pm

Base Salary

\$ 60000 - \$ 70000

Date posted

April 11, 2025

Valid through

30.05.2025

- Strong interpersonal communication skills, especially with C-level executives and senior stakeholders.
- Ability to think critically, manage multiple priorities, and problem-solve independently.
- Passionate about sustainability, building performance, and client service.
- Self-motivated and driven by performance-based outcomes, including commissions and growth-based compensation.

We strongly encourage candidates from all backgrounds to apply—especially those who bring a thoughtful, empathetic, and confident communication style to customer relationships.

Job Benefits

- **Competitive Base Salary + Commission:** Uncapped earning potential tied to performance and project success.
- **Health & Wellness:** Medical, dental, and vision insurance options, plus flexible spending accounts (FSA).
- **Paid Time Off:** Generous PTO policy, paid holidays, and sick leave.
- **Professional Growth:** Ongoing training, industry certifications, and support for career advancement in energy consulting and sustainability.
- **Hybrid Flexibility:** Work remotely part of the week, with in-person client meetings and team collaboration as needed.
- **Team Culture:** Collaborative, supportive work environment with a leadership team committed to mentoring and employee success.
- **Mission-Driven Work:** Help reduce carbon emissions, support energy equity, and improve the performance of NYC buildings.

Contacts

please send resumes to info@cutone.org

Education

- **Bachelor's degree required** in one of the following fields:
 - Architecture
 - Engineering (Mechanical, Electrical, or Energy)
 - Environmental Science
 - Urban Planning
 - Construction Management
 - Sustainability or related technical disciplines
- Master's degree or relevant certifications (e.g., LEED AP, CEM, PMP) are a plus but not required.