



360 Energy is Recruiting Experienced Consultants for our Technical Energy Network and our Energy Training Team

1.1 Opportunity Overview

1.1 Who Is 360 Energy?

360 Energy is one of North America's leading energy services firms, located in Ancaster Ontario but serving clients across the continent. Our goal is to coach and support an organization's journey to energy management excellence. We are not a traditional project-based consultancy. We integrate energy procurement, energy technology and market analysis, in order to assess your organization's total situation with respect to energy consumption, cost and CO2 emissions. Our approach is to undertake with our clients, an assessment of overall energy management within their organization, and in their facility(ies). Following this assessment, we assist the client to develop ongoing energy efficiency strategies and to implement organizational change. The goal is to develop continuous improvement in all areas that impact energy usage and costs.

360 Energy provides energy management coaching, training and support services in the greenhouse, industrial, public, institutional and commercial sectors. We help our clients maximize their success by combining strategic management and operations-side tactics with technical evaluations, audits and feasibility studies identified as priorities through their energy planning.

1.2 Seeking Experienced Energy Management Engineers and Trainers

360 Energy provides technical support through our **Technical Energy Network (TEN)**. This is a pool of third-party consultants who each have over a decade of experience in their area of expertise, and who sub-contract to 360 Energy to analyze facilities with respect to technologies, energy consumption and specific savings measures. We are looking to expand our TEN pool; and are recruiting energy technical professionals for that purpose.

We are also seeking to expand our **Energy Training Team** to deliver training in strategic energy management and specific technical areas. Professional training experience is not necessarily

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required; preferred candidates will have both a background in energy management and an aptitude for adult education/training, facilitation and client relationship development.

Candidates for the TEN network or Energy Training Team will be **freelance consultants or consulting firms who would be sub-contracted by 360 Energy on a project-by-project basis.** Joining the TEN network or Energy Training Team is not a guarantee of employment; it is an opening to the opportunity of contract assignments with a progressive and innovative energy management company.

We are looking for people who have experience in the following technical areas/technologies.

- Electric motors and drive systems
- Air Compressors and distribution systems
- Lighting
- Building HVAC
- Electric Process Heating
- Chillers and Refrigeration
- Combustion
- Boilers and steam systems
- Thermal processes
- Metering
- Cogeneration (CHP)
- Battery storage, solar energy and other on-site generation.

1.3 How to Apply

Interested candidates should submit a cover letter, resume and references to resumes@360energy.net with the phrase “TEN Application” in the subject line.

Your submission will explain:

- why you’re passionate about energy
- how you meet the mandatory criteria listed below
- which of the optional/desirable skills and qualifications you possess
- specific sectors or equipment types (e.g. lighting, HVAC, co-gen) in which you are experienced and your years of experience applicable to each
- at least 3 key projects for which you have been responsible over the past 3 years
- your hourly rates.

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2.0 Skills and Experience Requirements

2.1 Required Skills (Mandatory for All Candidates)

The following skills/capabilities are required of all candidates:

- A minimum of 10 years' hands-on experience in the areas of expertise you are offering
- Personable and adaptable to work with a variety of clients
- Ability to write clear and comprehensive reports with actionable recommendations for clients
- A minimum of 3 client references for work completed in the past 3 years

2.2 Desired Specific Skills (Clarify which of these apply to you)

TEN Network candidates have experience and qualifications in a selection of the following areas. **We know that nobody will be expert in all of them.** Our preference is for candidates with deep experience in specific areas, rather than a lesser amount of experience in a broad number of areas.

Please identify which of the following apply to you and address the questions listed in section 1.3 above.

2.2a Professional Qualifications/Certifications

- Professional Engineer (P.Eng) licensed to practice in the Province of Ontario
- Certified Energy Manager with the Association of Energy Engineers or equivalent
- Certified Measurement and Verification Professional with the Canadian Institute for Energy Training (CIET) or equivalent
- Certified Commissioning Professional with Building Commissioning Certification Board or equivalent
- Canada Green Building Council (or equivalent) Experienced Modeler designation
- LEED AP



2.2b Professional Training and Facilitation Capabilities

360 Energy provides coaching and training to clients to help them develop internal capacity for finding energy savings. Our proprietary Sustainable Energy Planning (SEP) Processes, Journey to Energy Excellence, and Certification in Energy Excellence programs achieve measurable and sustained results.

These programs are delivered and facilitated by individuals who have a range of hands-on experience in energy management as well as an aptitude for relationship building, coaching and mentoring. Successful candidates for our Energy Training Team will be provided with in-house training and support to become familiar with our approach and proprietary content. Preferred experience includes energy management (business strategy and operating processes as well as equipment-side efficiency), adult education/training, and/or other professional training or facilitation qualifications or experience.

2.2c Areas of Technical Expertise

Demonstrated experience with:

- Feasibility assessment, design, implementation and/or operation of co-generation (combined heat & power) systems
- Feasibility assessment, design, implementation and/or operation of solar and/or wind power systems
- Energy storage, demand side management and demand-response strategies
- Developing energy management projects and monitoring/verifying savings using the International Performance Measurement & Verification Protocol (IPMVP) Whole Building Analysis Approach
- ISO 50001 Certification
- Whole building facility analysis and energy modelling which may include but not necessarily be limited to:
 - Cumulative Sum (CUSUM) multivariate regression analysis
 - Development of verified baseline, adjusted for relevant variables
- Design and use of utility sub-metering systems/Energy Management Information Systems



- Developing verifiable GHG inventories in accordance with best practice standards for both scope 1 and scope 2 emissions (GHG Protocol, ISO 14064). Experience with scope 3 inventories would be an asset.
- Energy management in greenhouses including heat balance studies.
- Commissioning and re-commissioning of facilities and industrial equipment using an energy-efficiency lens.
- Energy management/conservation activity in any of the specific sectors in which 360 Energy operates: greenhouses; industrial/manufacturing; public sector (including schools, hospitals and transit facilities); commercial buildings.