



Position: Power Industry Subject Matter Expert (SME)

Introduction

GridSME's mission is to help our clients develop, build, and operate a reliable and sustainable power grid. Our founders built the company with the explicit mission of facilitating change in our industry. We are here to help our clients as they navigate a changing industry and changes within their business. To do that, we need intelligent, energetic, and service-oriented subject matter experts that can help our clients solve problems, make the right decisions, and move forward faster. In this position, you will help shape and execute GridSME's future.

GridSME's core business is helping clients in the following subject matter areas: Engineering & Interconnections, GridSecurity, Reliability & Compliance, and Power System Services. Whether your background and expertise fall into one of those areas or in other areas of the industry, we would love to explore with you whether GridSME is the place you can achieve your most ambitious career goals. Our long-term success is not possible without the industry's best and brightest SMEs on our team. If you are one of those SMEs, we would love to start a conversation with you.

Relevant Subject Matter Expertise & Job Responsibilities

- Leverage your experience and expertise to help our clients
 - Work closely with our Practice Leads and others in the firm to identify and respond to emerging consulting opportunities in the power industry
 - Meet with clients, understand and assess their situation, needs, and objectives
 - Identify and implement solutions that improve our client's situation and adds tremendous value to their organization
 - Maintain robust communications with our clients and your GridSME teammates
 - Ensure we understand our client's expectations and are constantly exceeding those expectations

- Client Relationship Management & Business Development
 - Work with GridSME's Practice Leads, SMEs, and leadership to continuously build and strengthen our client relationships
 - Be the owner and champion of the relationship with the clients you work for
 - Perform various activities in our Client Relationship Management (CRM) system

- Strategy Development and Execution
 - Help us identify and work on weak areas of the company in need of improvement
 - Assist the CEO, COO/CFO, Practice Leads, and other team members with GridSME's strategic development and execution
 - Meet regularly with our leadership team to analyze results and focus on improvement opportunities
 - Communicate to the company your current challenges, successes, and opportunities



Required Skills and Experience

- Energy, intelligence, and integrity
- Strong writing skills, both creative and technical
- Strong oral and written communication skills
- The ability to tell compelling stories
- Knowledge of renewable technologies and the power industry, in general

Why GridSME?

We are a young, fast-growing company in an industry undergoing historic technological and economic changes. GridSME desires to be the intersection between what our people are passionate about and what our clients' value. We are a place where our people grow, do meaningful work, and achieve their professional goals. To do that, we have built a strong team and family which operates in a flexible and candid environment. The perfect blend of autonomy and teamwork. We are all business owners thanks to our Profit-Sharing Program.

We are looking for an experienced marketing professional that wants to grow with us. The position is located at our headquarters in Folsom, California – the 2019 #2 ranked city for raising a family and a great place to live if you like affordable homes, great schools, the outdoors, and warm weather.

Working With GridSME & Compensation

There are three ways to work with GridSME: as an Independent Consultant (your consulting business works under the GridSME banner but you have full autonomy and freedom), as a part-time employee (you are a W-2 employee but still enjoy great freedom to manage your schedule, the projects you work on, etc.), and as a full-time employee. Full-time employees earn a competitive salary and are full participants in our monthly and annual company-wide Profit-Sharing Program. GridSME also offers its employees' health insurance benefits, health savings accounts, flexible spending accounts, and a 6% 401(k) match that fully vests automatically.

The Application Process

After applying, we will contact promising candidates for an initial phone interview. If there appears to be a match, we will move forward to an in-person interview with our leadership team and others in the company you will be working with. From there, if needed, subsequent follow-up interviews may occur.