

Jennie Lee Enviser

Sr. Account Consultant

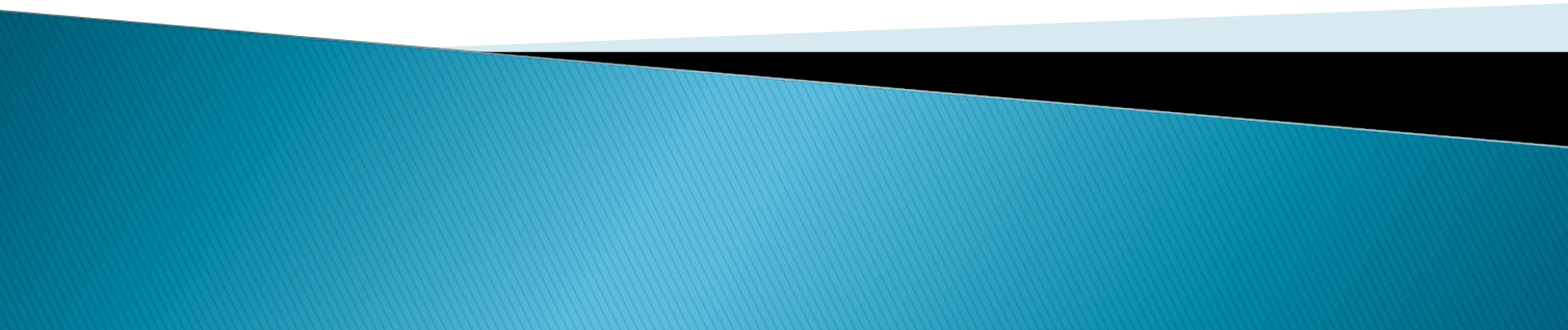
GGUSD Career Fair

February 13, 2019

Envisi provides innovative building management solutions to optimize building performance based on each facility's operations and energy goals.

As an integrated building automation and controls systems provider, our goal is to deliver sustainable open platform building management solutions that improve your facility throughout its lifecycle.

We help regulate temperature, enhance indoor air quality, and reduce energy consumption and operating costs, without compromising comfort.



Types of Jobs at Enviser

Project Manager - Mechanical Building Automation

2-4 year degree + Project Management Professional certification

Mechanical Design Engineer

4 year Engineering degree + HVAC experience

Business Development

4 year degree + Sales experience

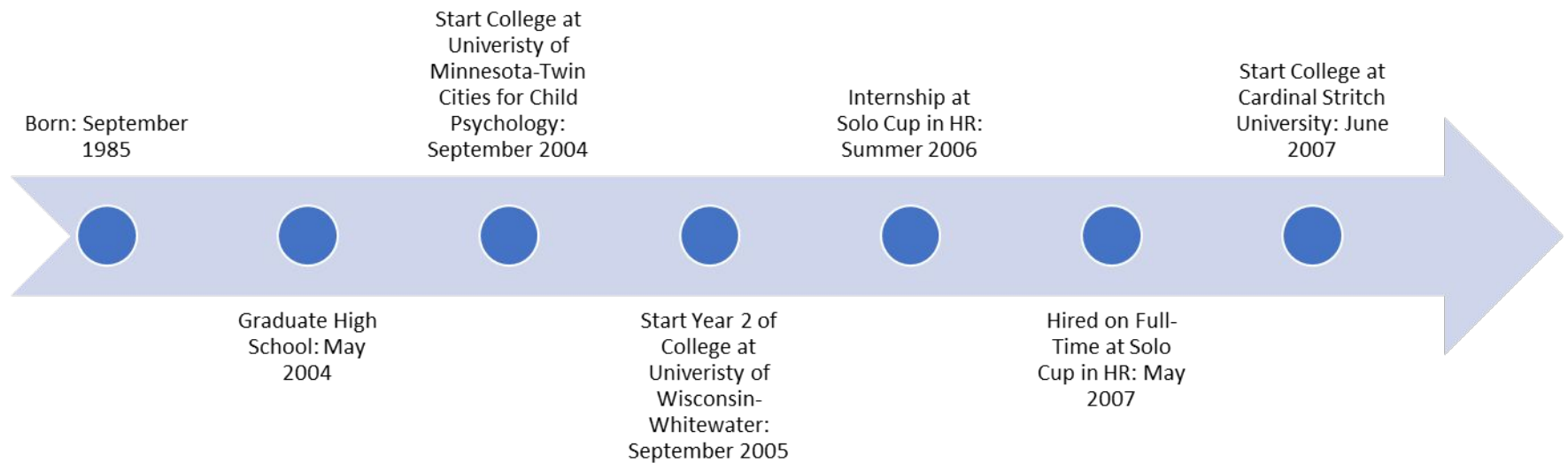
Safety Coordinator

4 year degree + OSHA certification

Controls Software Specialist

4 year engineering or IT degree + AX certification

My Life Timeline



My Life Timeline



My Life

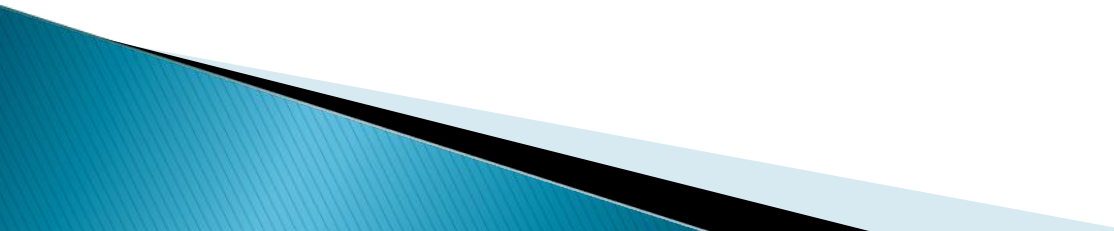


Career Background

- ▶ Started in HR and worked my way to Sales
- ▶ Currently a Sr. Account Consultant
- ▶ Basic Goal: Sell \$5–10M in work a year
 - Lead the team by example
 - Build relationships and network
 - Organize workshops and present on HVAC related topics



Career Sector Overview

- ▶ Opportunities available in construction sales:
 - Companies are always looking for good sales people both with and without experience
 - Construction is booming in California so it's a good place to be in for sales
 - Technical Sales vs Non-Technical Sales
 - ▶ Typical Career Paths:
 - Sales – Business Development – Sales Manager – Upper Management
 - ▶ Education Requirements
 - Varies
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Career Sector Overview

- ▶ Compensation:
 - Base Salary + Commission
 - Typical Salary Range \$40k–80k per glassdoor.com; some make more than \$80k base
 - Commission Only
 - Draw Commission
 - Perks: Company Car, Car Allowance, Expense Account, Reward Trips, etc
- ▶ Sales is an entryway for many positions
- ▶ Sales = high risk & high reward

Day in the life...

| | | | | | |
|--|--|---|--|--|---|
| | | | | Strategy Breakfast Katella Bakery, Deli & Restaurant - 4470 Katella Ave, Los Alamitos, CA 90720, United States Jennifer Lee | |
| Call walnut Valley USD; Phone | LACCD - Envisie Quarterly Touch Base Charles Dunn Office 800 West 6th Street Aubrey Leyva | | | | Jennie Weekly 1-on-1 Dane's Office Dane Kelley |
| | | | Mattel Mattel Inc - 333 Continental Blvd, El Seg Jennifer Lee | Ocean View Blue Sheet Malibu Conf room Art Thompson | Meeting to discuss future Conferences - Jarelle's office Lance English |
| Lunch with Leslie Nicks on lake - Pasadena Jennifer Lee | | | | Energy Services; Garden Grove; Maureer | Work Prep for Vacation Office |
| | Envisie Central Plant James Rogers | HVAC Updates with Envisie Nate's Office Jennifer Lee | | Top Gun A3 Office | |
| Top Gun A3 Western - Malibu Jennifer Lee | AVC Sage Hall Bid Due | | | | |
| | | | | | |
| Crossfit | Crossfit | | | | |
| | Happy Hour with the Crew The Corner Jennifer Lee | | | | |

Day in the life...

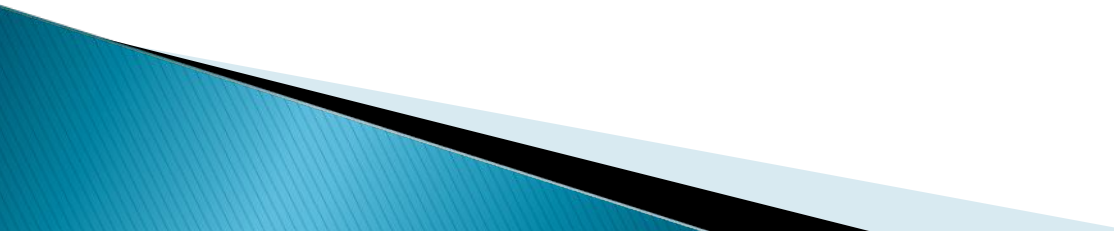
▶ Typical Day

- Starts around 7 or 8 am and ends at 4 or 5, but then I work at night for an hour or so
- Many phone calls, some time in office and at least one client visit

▶ Rewards vs Challenges

- Clients saying No or not having the money
- Relationships
- Problem Solving

▶ Tools, People and Environment

- Computer, tape measure, notebook
 - Rooftops, mechanical rooms, offices
 - Facilities Directors, CBOs, Principals, Project Managers, etc
- 

Day in the life...


► Project Example:

- CCUSD VRF – \$17M+
 - 27,500 Man hours, 30,000 ft of copper, 2,500 ft of sheetmetal, 111 fan coils



Who would enjoy a career in...

Envision employees share a passion and purpose:
constantly searching for new solutions to various challenges

- ▶ Business/sales jobs require people skills as well as organizational, communication, planning skills
 - ▶ Mechanical jobs require training and skills in HVAC, automation
 - ▶ Engineering and IT positions require ability to configure, program, and test software for Direct Digital Control (DDC) building automation and control systems.
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For more information

www.envise.co.com

