

Marketing / Sales actions- 07082021

Marketing / Sales actions- 07162021

- 1. Community College departments**
- 2. Keefe Technical School**
- 3. Build connection to business to see or give modules**
 - a. Hospitality**
 - b. Medical**
 - c. Industrial**
 - d. Organizations helping people with Drug use disorders – provide career support**
- 4. Create a book for the course**
- 5. Create a BLOG to discuss** https://www.squarespace.com/https://www.websiteplanet.com/top/top-blog-builders/?cq_src=google_ads&cq_cmp=2061297575&cq_term=blog%20website%20builder%20free&cq_plac=&cq_net=g&cq_plt=gp&gclid=Cj0KCQjwxJqHBhC4ARIsAChq4avB0Ew672amynV6tEHfvM7aARhdsVByT-mEjWdbdZaK0pi36JlrP-laAtS1EALw_wcB
 - a. Brand**
 - b. Team**
 - c. Analytical**
 - d. Tools to support problem solutions**
 - e. Problem Solving**
 - f. Testing**
 - g. Dialogue**
 - h. Networking**
- 6. MetroWest chamber of commerce Jim Giammarinaro**
<http://www.metrowest.org/message-from-the-president>



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7. Career Technical Institute Initiative greg Bunn

gbunn@masshiremsw.gov

8. Hi Bill- nice to meet you this morning.
9. Emily Taylor is the counseling department head at FHS and would know about transition services provided for FHS students. Her email is etaylor03@framingham.k12.ma.us
10. Joe Corazzini is the Asst Superintendent in the Equity and Diversity office and has many connections to the community network. His email is jcorazzini@framingham.k12.ma.us
- 11.
12. Lauren

Lauren Carreiro lcarreiro@framingham.k12.ma.us

Gwenn O'Keefe, Component Director

gokeefe@smoc.org Gwenn O'Keefe is Component Director of the Green Jobs Academy (GJA) / Skills Training & Education at the South Middlesex Opportunity Council (SMOC), where she provides leadership, management and oversight.

<https://mass-green.jobs/>

General Electric Services Engineer (Mobile) in Lynn, Massachusetts

Job Description Summary

In this role, you will work closely with customers as part of a project team on the implementation of GE's Mobile Enterprise software within the Asset Management Product Suite. You will act as a technical team lead and individual contributor, performing software implementations, tailoring of software applications, and integration into enterprise systems.

Job Description

Key Responsibilities:

- Own technical deliverables for assigned area of work.
- Understand capabilities of GE's Mobile Software Products
- Liaison with the Product Management and Development teams to help build best practices within the North American region
- Support estimating technical effort required to implement solutions
- Contribute to technical analysis activities, such as requirements gathering and product gap analysis of user requirements
- Deliver detailed design specifications as per customer requirements



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- Complete assigned deliverables, such as technical designs, functional integration designs, and extensions for map layers
- Engage throughout the entire lifecycle on projects and provide feedback on architecture, design, and functionality while working closely with team members
- Effectively leverage product capability, driving standardization, limiting customization, and maximizing reuse of content developed for previous solutions
- Follow technical review processes and provide insights for product enhancements
- Utilize GE Product knowledge and expertise to drive excellence in execution through continuous improvement, change management (costs base reduction, lead time reduction, productivity improvement, quality improvement, etc), and Agile / DevOps delivery methodologies
- Experience and understanding of DevOps culture and concepts
- Experience with test automation and Test Driven Development (TDD)

Additional Responsibilities:

- Lead with cross-functional teams as required for the solution and implement processes to ensure best use of Mobile Enterprise products and services to meet project requirements
- Effectively communicate both verbally and in writing with team members, customers, and leadership
- Lead onsite workouts and develop technical presentations for internal and external customers
- Effectively apply project execution methodology and standards
- Successfully translate business and technical requirements into functionality that drives customer results
- Train other internal team members on mobile implementation responsibilities
- Maintain & continuously update technical skills and knowledge
- Work independently as well as part of the team

Personal Skills:

- Ability to focus on the critical business outcomes and drive teams to achieving these goals
- Multi task and manage multiple projects simultaneously
- Good interpersonal skills
- Ability to work well with multiple vendors and customers during any project implementation
- Strong presentation and communication skills
- Passionate about customer satisfaction
- Positive attitude
- Capability to quickly adjust expectations, with focus on customer outcomes



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- Willingness to accept and promote change
- Ability to quickly learn and acquire deep understanding of new software applications and environment
- Influences and energizes others toward the common vision and goal

Desired Characteristics:

- Strong Software development skills in software analysis, design, methodology, and architecture
- Programming experience in software development – Javascript, AngularJS, Node.js, HTML5, Eclipse or Netbeans, Java, and JSON
- Experience developing, configuring, and deploying mobile applications for Android, iOS, and Windows platforms
- Experience with Windows, SQL databases, SSRS, Web Services and SOA technologies
- Experience with Oracle, SQL*Plus and SQL Developer
- Experience with Python
- Experience with Couchbase Server and Couchbase Sync Gateway
- Experience with reverse proxy/load balancing software such as Nginx
- Familiarity with Amazon Web Services and cloud architecture
- Familiarity with Kubernetes and Docker Containers
- Ability to plan for and implement product version upgrades into a customer production environment
- Ability to design hardware and software architecture based on project requirements
- Working knowledge of Smallworld, ESRI, Intergraph or other GIS system
- Understanding of or experience implementing and integrating Smallworld GIS and Mobile GIS products
- Experience with source control tools such as Git
- GE Mobile Enterprise hands-on implementation, configuration and feature extension experience
- Experience with data extraction and conversion
- Experience with Atlassian software development and collaboration tools such as JIRA and Confluence
- Understanding of SSL security. Understanding of certificate management and the concept of root certificate authorities (CAs), intermediates, and the implications of a trust chain when custom certificates or public key infrastructure (PKI) are used.
- Experience with release management methodology to ensure timely releases with minimal customer installation effort and few defects
- Familiarity with container software such as Apache Karaf, microservices and OSGi



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- Ability to develop project tools and templates to facilitate ease of implementation
- Ability to articulate GE's value proposition to customers
- Understand customers' needs in an industrial setting
- Ability to make basic technology choices based on experience
- Demonstrate awareness about competitors and industry (Gas/Electric/Telecommunications)
- Voice opinions and presents clear rationale using data or factual evidence to influence Look for opportunities to improve the customer experience while maintaining business requirements
- Learn organization vision statement and decision making framework
- Able to understand how team and personal goals/objectives contribute to the organization vision
- Possesses firm understanding of Web 2.0 technologies, protocols, data models and user interface programming

Business Acumen:

- Envisions technology landscape best practices and translates them to requirements, architecture and tooling. Defines governance models and engagement processes for use by dependent functions. Viewed as an authority on scalability/supportability, an arbiter on design/development viability and an agent that safeguards customer investments against obsolescence and limits to expansion.
- Leverages knowledge of Telecommunications market and customer segment to establish further credibility in the eyes of the customer. Acts in a consultative capacity and is provided access to key decision makers throughout the customer account. Establishes strong relationship with key decision makers and other leaders at multiple levels within customer organization.

Basic Qualifications:

- Bachelor's Degree in Computer Science or Computer Engineering
- Minimum of 3 years related work experience designing or implementing 24X7 mission critical software applications, involving mobile client, relational databases and data synching processes
- Minimum 3 years of Java, Javascript and HTML experience
- Minimum 3 years of mobile or mobile GIS experience

Additional Information

GE offers a great work environment, professional development, challenging careers, and competitive compensation. GE is an Equal Opportunity Employer (https://assets.phenompeople.com/CareerConnectResources/GE11GLOBAL/en_global/desktop/assets/images/poster_screen_reader_optimized_w_supplement.pdf) . Employment decisions are made without regard to race, color, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other characteristics protected by law.

GE will only employ those who are legally authorized to work in the United States for this opening. Any offer of employment is conditioned upon the successful completion of a drug screen (as applicable).



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Relocation Assistance Provided: No

Gwenn O'Keefe, Component Director

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Gwenn O'Keefe is Component Director of the Green Jobs Academy (GJA) / Skills Training & Education at the South Middlesex Opportunity Council (SMOC), where she provides leadership, management and oversight. Gwenn has 20+ years experience in consulting, sales, and program management which she gained in the corporate, for-profit arena and has brought this to the non-profit world. Gwenn truly enjoys the excitement and challenge of developing and growing new initiatives. Gwenn serves on SMOC/GJA committees and multi-disciplinary teams to advance the growth and awareness of the GJA, Skills Training and Education offerings. Gwenn is responsible for grant writing and acquisition in order to ensure sustainability for programs in her component. Gwenn monitors performance metrics and provides on-going program status to the executive team and funders. Gwenn is often requested to speak at conferences and round tables on GJA best practices. Gwenn provides training and technical assistance for the [Department of Housing and Community Development \(DHCD\)](#) / Weatherization Assistance Program (WAP) network, by providing Manager's training and DOE Audit Tool training. In her spare time, Gwenn volunteers for the Read to a Child organization. Gwenn received her Bachelor of Science in Computer Information Systems and her Associate in Science in Management from Bentley University.

Suzanne Domestico, Senior Program Coordinator

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Suzanne Domestico is Senior Program Coordinator for the Green Jobs Academy (GJA) at South Middlesex Opportunity Council (SMOC). Suzanne is responsible for overall coordination, facilitating and overseeing all activities at the GJA training center. Suzanne is responsible for maintaining IREC accreditation for the GJA, which consists of developing and maintaining all curriculums, maintenance of the DOE approved training center and inventory control. GJA is a provider of MA Construction Supervisors License continuing education units (CEU) and Business Performance Institute (BPI) continuing education units (CEU). Suzanne monitors and maintains the GJA CEU



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trainings. GJA is an approved BPI test center, which Suzanne manages. Suzanne develops, creates and maintains marketing strategies utilizing social media. Suzanne has presented at multiple DOE conferences and network meetings sharing the best practices of the GJA, including the US DOE National Weatherization Training Conference, New Orleans. In her spare time, Suzanne volunteers for the Read to a Child organization. Suzanne loves the fast-paced nature of her work and enjoys living in a region positioned for a sustainable future.

Paul Jackson, Lead Trainer

pjackson@smoc.org

Paul Jackson is Director of Energy Services at the South Middlesex Opportunity Council (SMOC). Paul is responsible for operations and organizational development.

Paul is currently the lead trainer for SMOC's Green Jobs Academy. Paul has supervised and delivered quarterly technical trainings for over 80 field energy auditing staff during his employment with MassSave Inc. and provided customer education seminars for the Massachusetts Municipal Association.

Certifications include: Energy Auditor, State of Massachusetts; BPI Green Jobs Academy Trainer; Certified Energy Advisor, MA Division of Energy Resources; HERS Rater for new construction; Unrestricted MA Construction Supervisors License; Oil Burner Technician Certification, Dept. of Public Safety; BPI Building Analyst; BPI Quality Control Inspector.

Colin MacEacheron, Technical Coordinator

cmaceacheron@smoc.org

Colin MacEacheron is the Technical Coordinator for the Green Jobs Academy (GJA) at South Middlesex Opportunity Council (SMOC). Colin currently manages and facilitates the Online Learning educational platform for GJA and is working to boost GJA's remote learning capabilities in the time of COVID-19. Colin also assists with marketing strategies, IREC accreditation, and social media utilization. Colin has two years prior experience in the Energy Services field working as an Energy Auditor for the State of Massachusetts and has conducted over 250 Weatherization Assistance Program (WAP) energy audits. Colin is passionate about energy conservation and proud to be apart of GJAs mission. Certifications include: MA DHCD Energy Auditor; RRP Lead



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Safety; National Energy Auditor Tool (NEAT) Software.

Steven Antonini, BPI Super Proctor

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Steven Antonini is from Syracuse, New York and has a M.S. in Biology/Statistics from Towson State University. Steve has worked in building trades and over 16 years in energy efficiency program management. Since 1991, he has conducted of 2500 residential and small commercial energy efficiency and weatherization evaluations. Steven also has experience as a consultant, manager, supervisor, technical advisor, educator, and sales-promoting and communicating conservation technology, practices and program to commercial, industrial, agricultural and residential consumers. Certifications include: BPI Green Jobs Academy Trainer; DOE/BPI/MassSave/VT/CA Energy Auditor; AEEE Energy Manager/Energy Star Homes Advisor/CA Commercial & Industrial Energy Auditor; CA Water Auditor; VT Dairy Farm Energy Auditor.

Jason Taylor, Trainer

jason.taylor727@gmail.com

Jason Taylor began his environmental work as an engineer. Jason was a contractor for 17 years and earned numerous NARI Contractor of the Year awards. Jason was also a sub-contractor in which Prism Awards were earned by Tibma Design/Build for these projects. Jason taught “10 minute Blower Door Set-ups” at Roxbury Community College. Jason was instructor for ABCD Contractor Boot Camp to teach Air Sealing and Blower Door Set-ups where he continues to teach for the [WAGE Learning Works](#) program. Jason now works for Byggmeister Associates as an Air Sealing Specialist and a Weatherization Contractor Supervisor. Jason presented, “Attics: Air Sealing Bypasses” at the Department of Energy’s National Weatherization Conference, New Orleans in 2012. Jason currently teaches Crew (Lead) Chief at the Green Jobs Academy.

Jules Junker, Trainer

thermalworksvt@gmail.com

Jules Junker has over 30 years of experience in the field of energy conservation and energy efficient building. As the Director of the Weatherization Assistance Program in the State of Vermont, Jules



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oversaw administration and program and policy development for 17 years. Jules was one the founding fathers, served on the Board of Directors and assisted in drafting the Building Performance Institute (BPI) Technical Standards and nation-wide expansion for the BPI. Jules owns and operates [ThermalWorks](#), specializing in training and consulting for weatherization/energy efficiency training programs in New England. Jules currently teaches Crew (Lead) Chief at the Green Jobs Academy. Jules earned a BA Degree in Business Administration/Environmental Studies from Johnson State College.

Steven St. Laurent, Trainer

spanishoshaguy@stevenstlaurent.com

Steven holds a degree in Mechanical Engineering and has mastered the Spanish language like a native speaker. Since 2005, Steven has conducted trainings nationwide in English and Spanish. Steven is an authorized OSHA Outreach Safety Trainer; a certified EPA RRP Lead Primary Instructor; an AHA BLS Certified Instructor for First Aid, CPR and AED at the American Heart Association, Auburn, MA; an NSC BLS Certified Instructor for First Aid, CPR and AED at the National Safety Council, Itasca, IL; a Command Spanish® Certified Instructor for Command Spanish®, Petal, MS.

