

Video Hero

Jerky picanha adipisicing, ea nisi dolore beef ribs elit nostrud. Culpa prosciutto deserunt sirloin beef, filet mignon nostrud sausage bacon. Fatback voluptate shank incididunt, laboris pancetta proident shankle elit sausage hamburger.

CTA

Subtitles are awesome

Intro title section

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Planning / Consulting
Fatback voluptate shank incididunt, laboris pancetta proident shankle elit sausage hamburger tail.
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Markets

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Experience

By the numbers

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Power Plants
2,500

Mission Critical
20,000

GW
40

States
42

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What our clients are saying

Orci ultrices aliquet nulla scelerisque leo adipiscing tempus nullam. Molestie quisque congue.

“Bacon ipsum dolor amet turducken cillum tongue capicola. Sausage dolore exercitation, in laborum ribeye mollit pork belly eiusmod. Consequat non buffalo veniam rump chislic landjaeger. Adipiscing porchetta nisi, jerky bacon id nulla pariatur spare ribs.”

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Work for Trimark

Trimark has the most experienced technicians, engineers, and project managers in the industry. We are always looking for talented, dedicated professionals to join our team.

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Something about projects goes here

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CTA

Career Opportunities

We’re passionate about the solutions we engineer, and we’re proud to be leading the transition towards a greener grid.

Trimark Associates, Inc.

Work for Trimark

Trimark helps companies connect to the electric grid so they can sell energy. We provide the tools power providers need to monitor, measure, and control their operations. This ensures grid stability and maximizes power production, leading to increased revenue. Trimark has the most experienced technicians, engineers, and project managers in the industry. We are always looking for talented, dedicated professionals to join our team.

Trimark offers a full benefit package, including medical, dental, vision, 401(K), and life insurance.

Current Job Openings

OFFICE

All Offices

Business Development

Sales & Client Services

Director of Sales & Client Relations - Central Region
Houston, Texas, United States

Operations

Engineering & Design

Electrical Design Engineer - Renewable Energy
Norfolk, VA

Electrical Design Engineer - Renewable Energy
Folsom, CA

Metering Services

Electrical Engineer - Utility Metering
Folsom, CA

Electric Meter Technician - Renewable Utility
Folsom, CA

Project Management (Implementation)

Engineering Project Manager - Electric Utility
Folsom, CA

Trimark Consulting Services (TCS)

Regulatory Project Manager – Renewable & Utility
Folsom, CA

Senior Regulatory Project Manager – Renewable & Utility
Folsom, CA

Technology & Development

SCADA Controls

Senior Controls Engineer - Renewable Electric Utility
Folsom, CA

Software Engineering

Vice President of Software Engineering
Folsom, CA

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What our employees are saying

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 **Louis Pham**
DIRECTOR OF HAPPY



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Director of Sales & Client Relations - Central Region

at **Trimark Associates, Inc.** (view all jobs)
Houston, Texas, United States

The Opportunity

- Join our Business Development team as a dynamic Director of Sales & Client Relations for the Central US, where you will create new business relationships, identify sales opportunities, and present Trimark's solutions for utility-scale renewable power generation SCADA systems, metering, and ongoing Operations and Maintenance support in response to client needs. You will facilitate Trimark's continued growth by leveraging your electrical utility knowledge, ability to build and establish partnerships, and develop and execute sales strategies.
- The Team
- You will work collaboratively with our experienced Sales and Business Development team members distributed across the US and at our corporate HQ in Folsom, CA. You will also partner with our experienced Program Managers and Engineers as they identify opportunities with existing clients.
- The Environment
- This is a flex-based role homed to our Houston, Texas office. Travel in the Houston area, and throughout the Central US to visit clients, job sites, and tradeshow is required. You will also work periodically with our HQ team in Folsom, CA, and travel to Trimark offices and clients around the country.
- Growth & Development
- You will make a direct impact on the growth and future of Trimark by establishing and nurturing partnerships in the renewable utility markets. You will work alongside top talents delivering premier technical solutions with the opportunity to be instrumental in our continued growth.
- Your Key Contributions

Legal Notes

Equal Opportunity Statement

The Company is committed to compliance with all applicable laws providing equal employment opportunities. This commitment applies to all persons involved in Company operations and prohibits unlawful discrimination by any employee of the Company, including supervisors and coworkers.

E-Verify Statement

We will provide the Social Security Administration, and if necessary, the Department of Homeland Security, with information from each new employee's Form I-9 to confirm work authorization. Please note that we do not use this information to pre-screen job applicants.

Work Authorization

This role is Not Eligible for sponsorship by Trimark, including future sponsorship. Candidates must reside in the United States.

Pay Transparency

The base pay range for this position is \$110,000-165,000/annually plus commission. This is an overtime Exempt position. Compensation is based on market rate, job level, job related knowledge, skills, experience, education, and certifications. This is a Full Time opportunity.

Unsolicited Candidate Referrals

Trimark values our strategic partnerships with our agency partners who may supplement our internal recruitment team's efforts from time to time. To submit candidates for consideration, agency partners must have an executed agreement signed by Trimark's president and a job specific requisition. Without such agreements in place, Trimark will not pay a fee to any agency. Unsolicited referrals from any source other than directly from a candidate will be considered Trimark property and will be considered to have been referred by the agency free of any charge or fee. This includes resumes, partial resumes, candidate profiles, and candidate details or information.

Apply for this Job

Required

First Name *

Last Name *

Email *

Phone *

Resume/CV * [Attach, or enter manually](#)
(File types: pdf, doc, docx, txt, rtf)

Cover Letter [Attach, or enter manually](#)
(File types: pdf, doc, docx, txt, rtf)

School

Select a School

Degree *

Select a Degree

Discipline *

Select a Discipline

Start Date

YYYY

End Date (Year) *

YYYY

[+ Add Another Education](#)

How many years of relevant experience do you have? *

Are you authorized to perform work in the US? *

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Benefits

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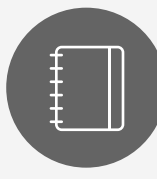
Benefit X

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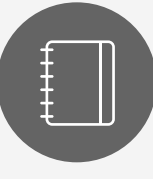
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What our clients are saying

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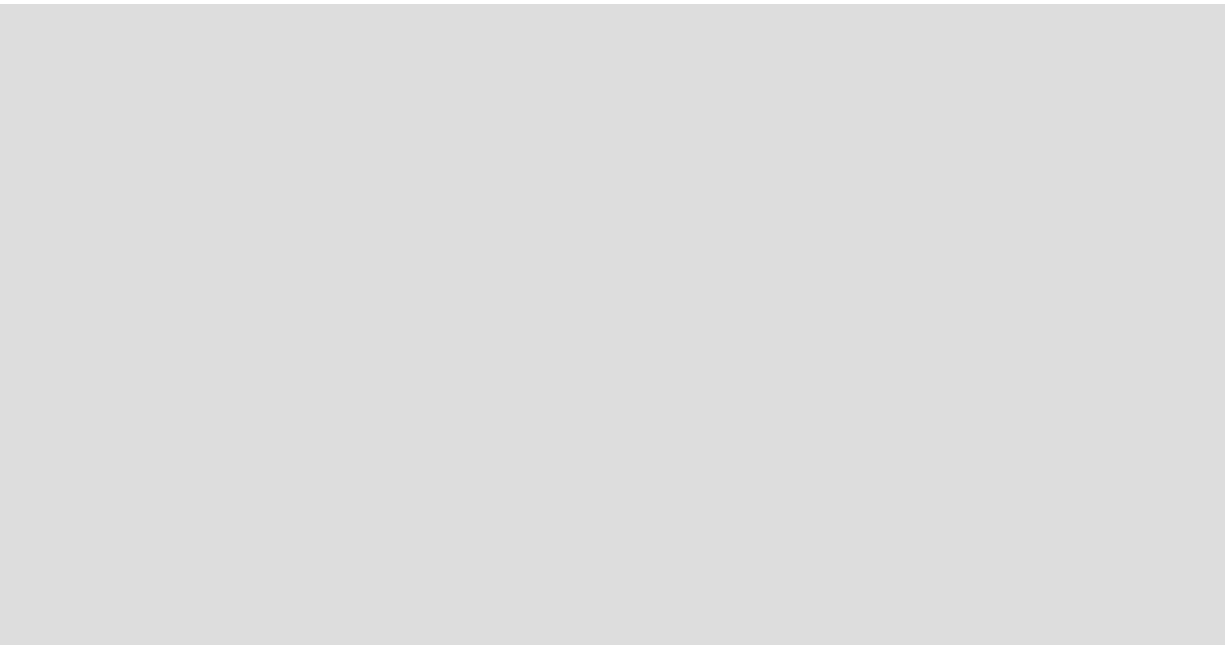
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Working at Trimark

We're passionate about the solutions we engineer, and we're proud to be leading the transition towards a greener grid.

View Job Listing



Culture

Title of this

Ham hock ball tip incididunt sed labore. Nostrud ex venison t-bone, adipisicing pig salami porchetta. Et consequat pig, ullamco culpa aute eiusmod bacon beef dolor corned beef pastrami venison.

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Our Values

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Value X

Fatback voluptate shank incididunt, laboris pancetta proident shankle elit sausage hamburger tail.

Value X

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Title Goes Here

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Benefit X

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Environment

Work Flexibility

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Onsite

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Hybrid

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Virtual

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Vantage unifies control over the largest PV and PV+BESS resources in the world. Its intelligent master plant controller optimizes performance of your largest, most complex resources. Split-second control logic supports stable power at a precise setpoint, right at the point of interconnection.

- Control and interface with all types of inverters, battery storage, trackers, substation breakers, cap banks, protective relays. See information from meters, and meteorological stations.
- Unify PV and BESS management to meet precise setpoints for Voltage, Frequency, and Volt-VAR.
- Procure a turnkey solution including SCADA, historian, user interface, data gateway, fully assembled server racks, and field network equipment (network drops).
- Validate and execute secure requests from Automatic Generation Control (AGC) and CAISO Automated Dispatch System (ADS).
- Schedule battery discharge to optimize revenue. Stack schedules according to MESA-DER standards for interoperability.

Careers

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Trimark has the most experienced technicians, engineers, and project managers in the industry. We are always looking for talented, dedicated professionals to join our team.

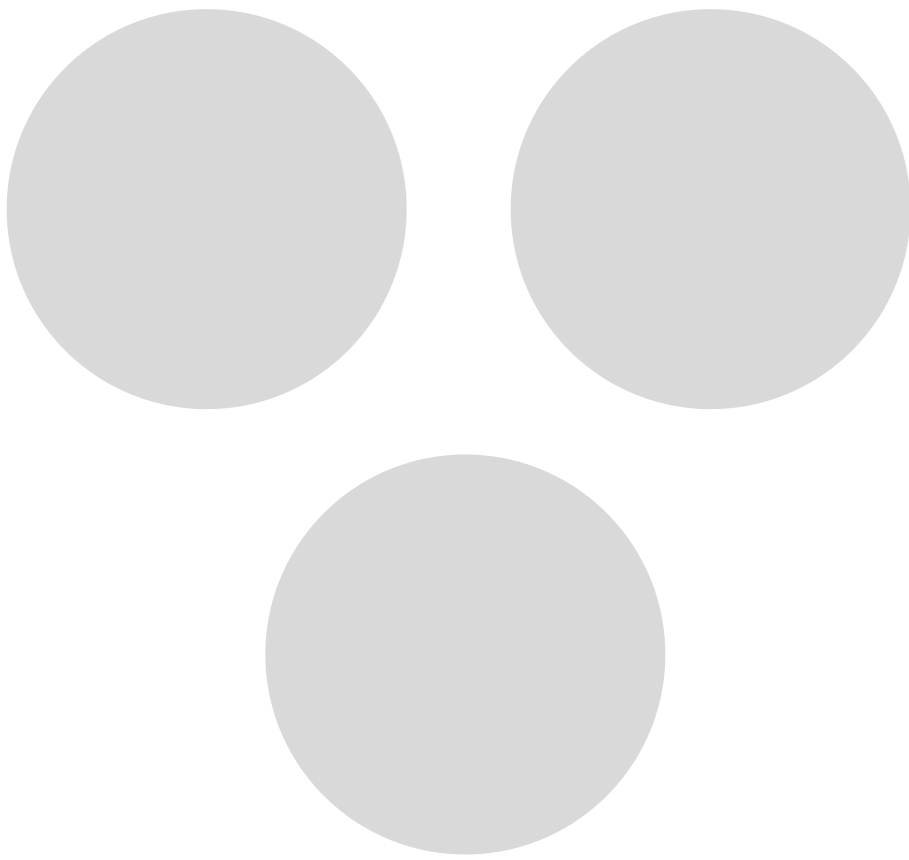
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Industry Experts

Proven Leadership

Trimark's leadership takes this idea to heart. Comprised of the industry's foremost experts, the members of our management team have significant hands-on experience in their respective fields, enabling them to lead by example.

Meet the Team



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Something about Trimark in the News

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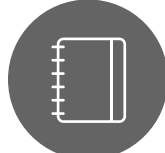
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Turnkey SCADA Solution Intelligent Energy Control

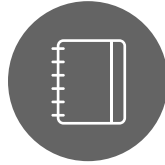
Trimark puts extensive power industry experience in your corner – from complex control logic required to balance a plant through field services and commissioning. It’s exactly what you need to maximize revenue, optimize asset life, and fine tune performance.



Meet Precise Setpoints with High Fidelity Plant Controls



Large Plant Ready



Manage Entire Portfolio in One Dashboard

Turnkey SCADA Solution Learn something new

Boudin ham hock meatloaf shoulder. Est picanha duis drumstick in. Picanha excepteur sirloin do aliquip. Labore do adipisicing tenderloin. Voluptate irure salami ut nostrud, chislic quis sint sunt.

Shank irure excepteur landjaeger. Ex voluptate anim salami kielbasa occaecat dolore in. Id in kevin sint nulla kielbasa. Leberkas shoulder kevin tenderloin excepteur turducken velit adipisicing proident aliquip beef laborum porchetta. Kielbasa rump nostrud sed frankfurter excepteur magna bresaola cillum short loin capicola porchetta drumstick reprehenderit spare ribs. Short ribs short loin jowl laborum spare ribs ullamco pancetta in. Boudin magna tri-tip tongue, shoulder elit jerky fatback ribeye landjaeger.

Alcatra deserunt ham hock, aliqua sed dolor ground round. Short ribs nisi commodo ipsum ea andouille veniam nostrud salami ullamco mollit. Ut dolor lorem, salami excepteur eiusmod biltong consectetur et. Pig reprehenderit bacon do short ribs nulla, sunt ut beef aliquip sausage enim id qui. Ribeye andouille excepteur dolore shankle laboris chicken sausage eiusmod ullamco landjaeger picanha ut.

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Louis Pham
DIRECTOR OF HAPPY



Subtitles Are Awesome Related Markets

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Developers

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With over 20 years of experience with utility-scale projects throughout the States, we’re well-equipped to help you meet your business and operational goals.

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Locations

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Headquarters

2365 Iron Point Road, Suite 100
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Tel: 916.357.5970
Fax: 916.357.5971
info@trimarkassoc.com

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El Dorado Hills, CA 95762-9831

Trimark Operations Center

Tel: 916.350.2911
TOC@trimarkassoc.com

Los Angeles, CA Office

6800 Owensmouth Avenue, Suite 265
Los Angeles, CA
91303
Tel: 818.963.4695

Palmdale, CA Office

40015 Sierra Highway, Suite B180
Palmdale, CA
93550-2106

Norfolk, VA Office

2551 Eltham Avenue, Suite O
Norfolk, VA 23513
Tel: 757.855.1040

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What our clients are saying

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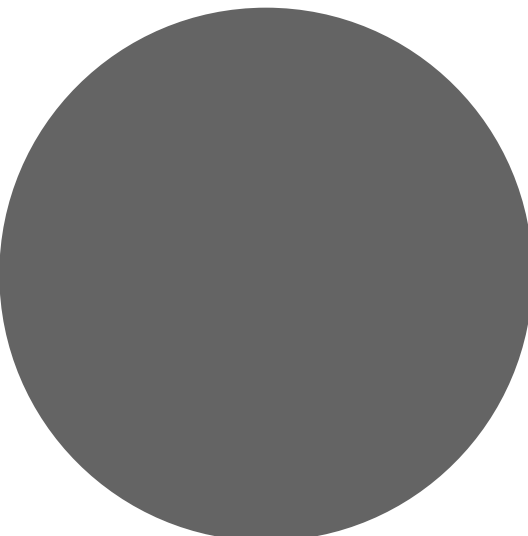
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Industry Experts

Proven Leadership

We're passionate about the solutions we engineer, and we're proud to be leading the transition towards a greener grid. Though we're known for innovative technologies, including our SCADA systems and Microgrid Controllers (MGCs), we're defined by the folks who make the magic possible. Nothing we do would be possible without the incredible people here at Trimark—from our Field Techs and CAISO Inspectors, to our Operations Center and Project Managers, and everyone in-between.

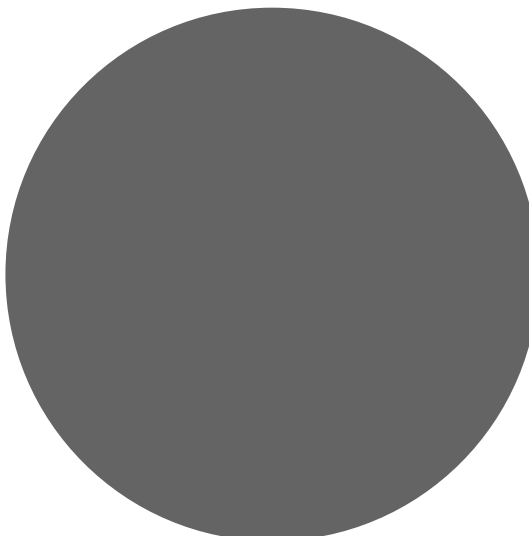
Executive Team



Mark Morosky

President and Founder

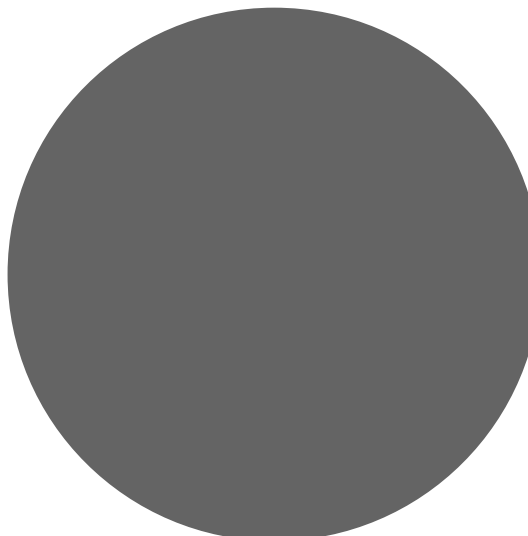
Mark provides the strategic direction and leadership for this engineering firm. His experience includes engineering and implementing complex metering designs and Supervisory Control and Data Acquisition (SCADA) systems, auditing the design and operation of metering systems, installing interval meters with wireless connectivity, and meter data management. Prior to founding Trimark, Mark managed CAISO's revenue metering initiative from conception, development, deployment, and stable operation.



Chris Gerlach

Chief Financial Officer

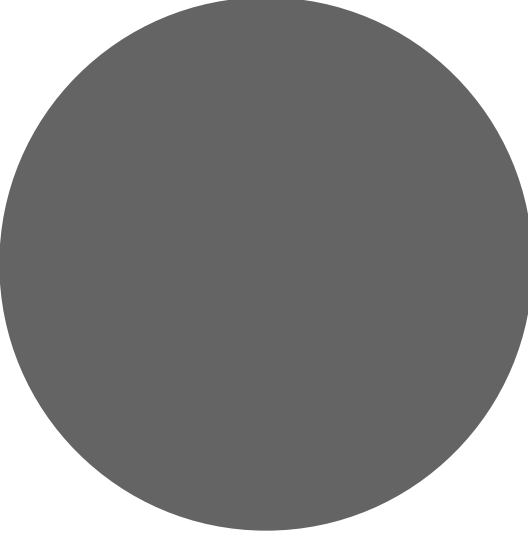
Chris has over 20 years of experience in a number of financial leadership roles across various industries. He is responsible for assisting Mark and other members of Trimark's leadership team with developing, communicating, implementing, and sustaining corporate strategic initiatives. Chris speaks German, Portuguese, and Spanish, and has done business in more than 20 countries on all inhabited continents.



Jae Kim

Chief Operating Officer

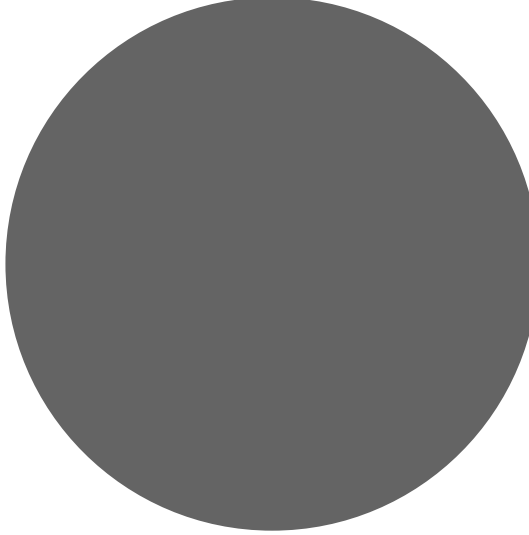
Jae has more than 30 years of experience with control, instrumentation, security, and electrical systems for automation of complex processes — like managing solar power generation and energy storage. Since joining Trimark, Jae's experience has included operations and engineering oversight, management, design, specifications, supervision, construction oversight, and start-up of complex control system, instrumentation, security, and electrical projects.



Robert Hinchman

Vice President of Business Development

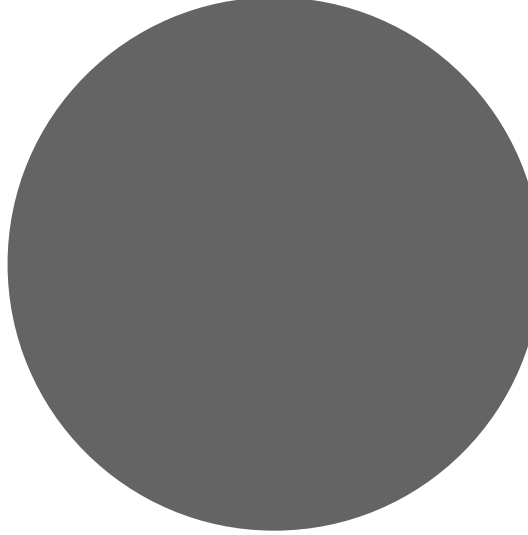
Robert leads Trimark's Business Development team. He oversees all efforts to establish new client relationships, secure project contracts, and promote Trimark's products and services. Robert has more than two decades of experience in project management and business development roles. Since joining our team back in 2010, Robert has been at the helm of many of Trimark's largest projects on both the project management and business development side.



Stephen Abbot

Director of Sales, East Coast

Steve applies 28 years of experience in the electrical engineering of power generation, energy storage, substation, transmission, and microgrid projects. Throughout his career, he has worked collaboratively with clients to develop engineered solutions, define procurement specifications, manage bidding, select and coordinate contractors, commission projects, and support operations.



Joe Grimes

Director of Sales and Client Relations

Mr. Grimes helps Developers and EPCs assess their operational and compliance requirements and provide them practical advice on the solution. Joe has earned the trust of executives throughout the energy sector by understanding and interpreting complex needs for control, metering, measurement, analytics, and compliance. He works to clearly define the systems they need, then guides them in acquiring a comprehensive solution at a fair value.

Management Team

Stephen Abbot

Director of Sales, East Coast

Joe Grimes

Director of Sales and Client Relations

Dan Brockhaus

Director of Implementation

Dean Schoeder

Management Consultant

Stephen Yee

Director of SCADA Controls

Dean Fagan

Director of the SCADA Integration and Trimark Operations Center (TOC)

Tom Short

Director of Trimark Consulting Services

Vincent Brashear

Director of Engineering and Design

Kathryn Wright

Director of Production and Field Services

David Hughes

Sr. Director IT

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Trimark Finalizes Controls for Phase 1A of World’s Largest PV+BESS Project

Trimark has delivered and fully commissioned plant controls for all resources in Edwards-Sanborn Phase 1A – the world’s largest capacity solar-plus-storage project. The seven resources included in the Mojave-based Phase 1A have a nameplate capacity of 810 MW (LGIA limit of 634 MW).

Each resource is managed by Trimark’s intelligent power plant controller (PPC), a utility-scale SCADA system designed to optimize the profitability of photovoltaic (PV) and battery energy storage system (BESS) resources that participate in California’s open energy markets.

Managing a fleet of renewable resources is a challenge; doing it on a shared circuit takes complexity to another level. To maximize output and support stable power at the point of delivery, each resource’s PPC must consider the losses introduced by any of the five hybrid (PV+BESS) and/or two BESS resources. Trimark’s Dynamic Loss Compensator (DLC) calculates energy losses for each resource and applies the value as a control point to the affiliated PPC. Each PPC then adjusts generation, charge and discharge decisions in real time to ensure that its resource delivers the maximum power allowed by the LGIA or the ISO’s target value.

The automated dispatch system also supports energy schedulers by automating many routine actions. For example, Trimark’s PPC accepts and executes secure ADS and AGC dispatches from the ISO and/or utility. These functions also enable the inherent BESS capabilities to serve the lucrative Spinning Reserve market.

Edwards Sanborn Phase 1B (in construction) will deploy another 877 MW of capacity from six additional resources, including two DC-coupled facilities. The combination of the two phases will ultimately add 1.7 GW (LGIA of 1.3 GW) of new renewable energy to the grid.

The Edwards-Sanborn project is owned and operated by Terra-Gen. Mortenson Construction is the Engineering, Procurement, and Construction (EPC) contractor. Terra-Gen and Mortenson selected Trimark to deliver plant SCADA and associated equipment. Under a separate contract with Electrical Consultants Inc., Trimark is also providing complex revenue metering, including CAISO-compliant revenue meters and revenue data submittals.

About Trimark
Trimark Associates, Inc. (Trimark) delivers industry-leading solutions to allow real-time operational control, enable informed management of power production operations, and ensure regulatory compliance. Trimark’s turnkey products, engineering, and customer support services control, measure, and manage all aspects of power production that utility-scale power producers require to maintain peak business performance.

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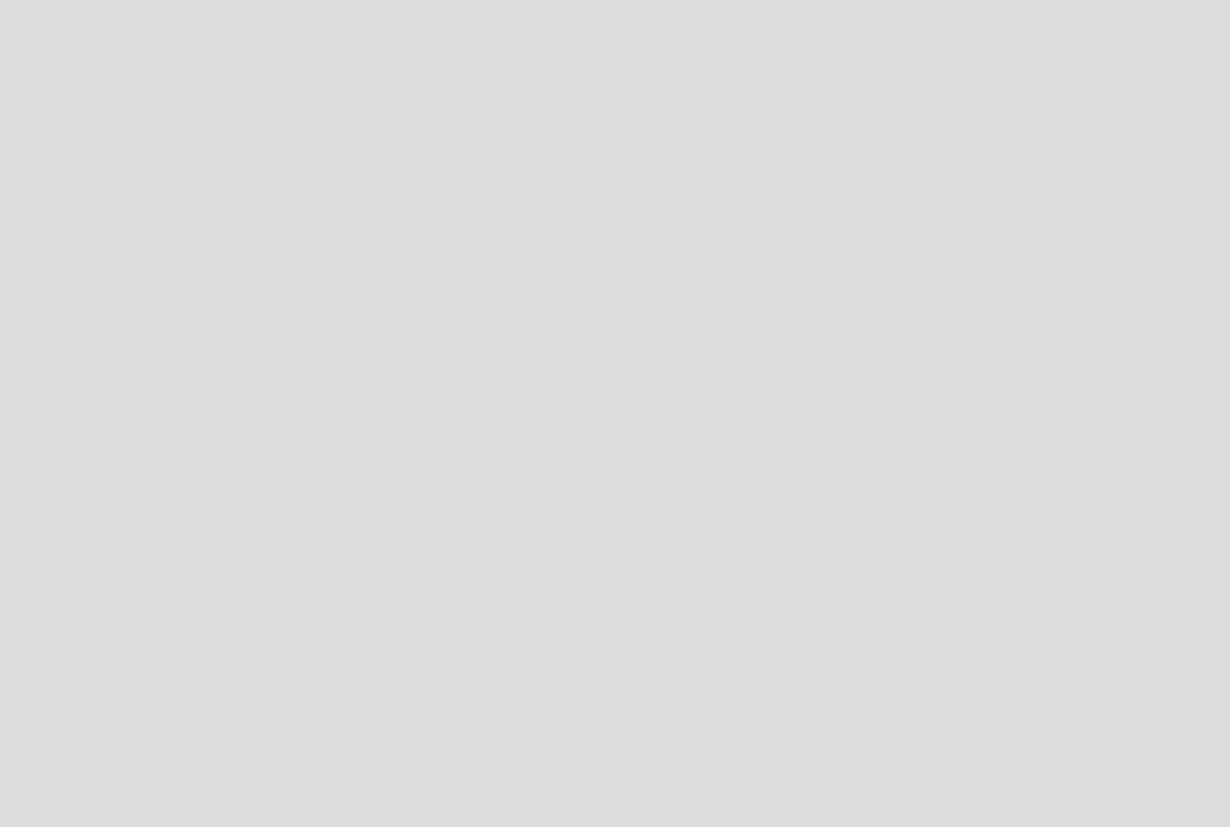
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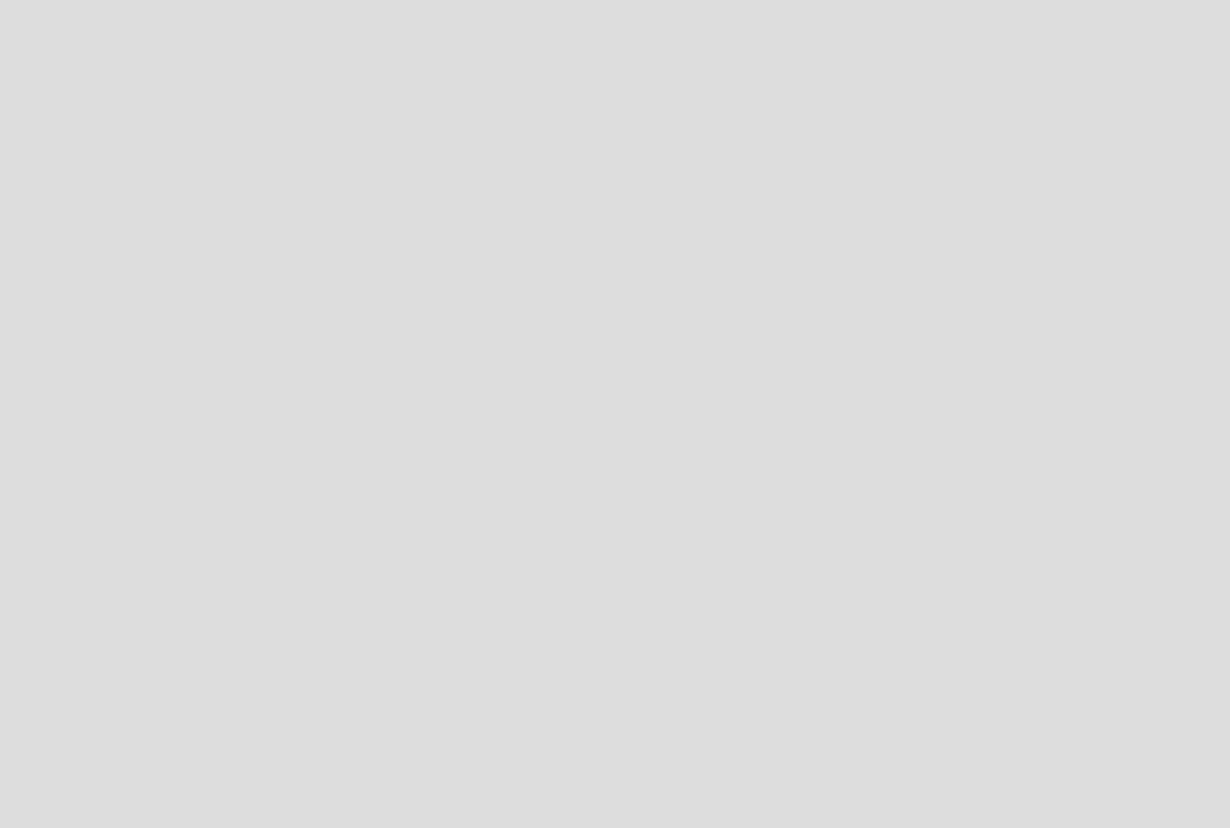
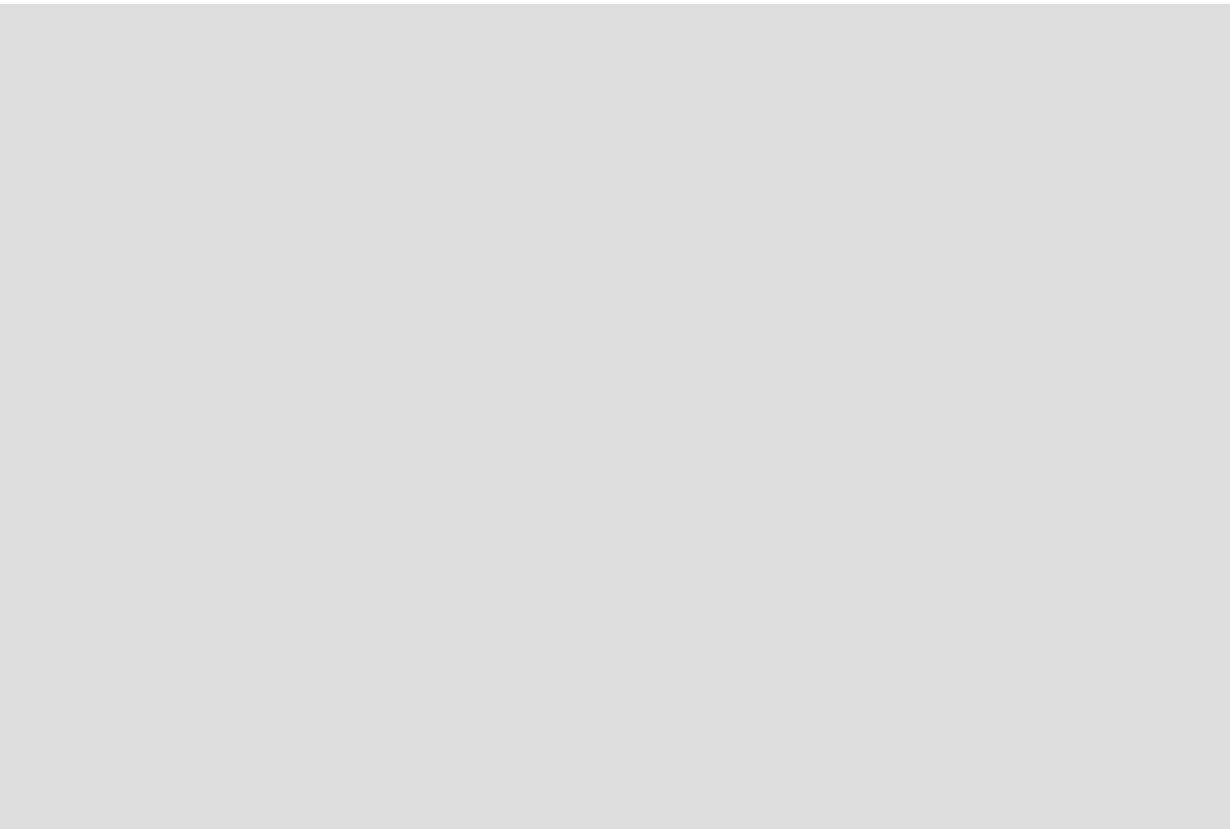


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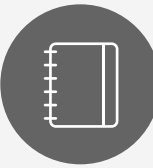
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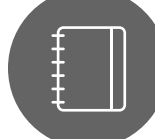
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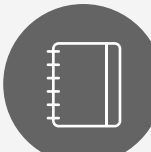
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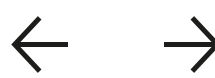
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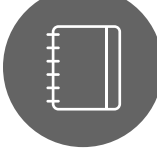
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Alcatra deserunt ham hock, aliqua sed dolor ground round. Short ribs nisi commodo ipsum ea andouille veniam nostrud salami ullamco mollit. Ut dolor lorem, salami excepteur eiusmod biltong consectetur et. Pig reprehenderit bacon do short ribs nulla, sunt ut beef aliquip sausage enim id qui. Ribeye andouille excepteur dolore shankle laboris chicken sausage eiusmod ullamco landjaeger picanha ut.

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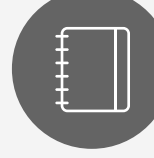
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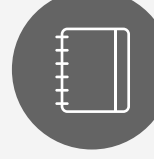
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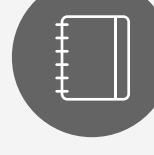
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Midlant Advanced Metering Infrastructure (AMI)

Project Type: Automated Metering Infrastructure (AMI)

Location: VA, MD, PA, NJ, CT and ME

Client: Subcontractor to Weston; Client: Naval Facilities Engineering Command (NAVFAC)

Products/Services: Meters, DAS, radios, network switches, firewalls and industrial control panels

Trimark performed on a number of contracts for the U.S. Navy as part of an Automated Metering Infrastructure (AMI) project. The Navy had been replacing manual meter reading with a tenant billing system, complemented by a secure communication infrastructure and Data Acquisition System (DAS) which met the NAVFAC information assurance objectives. As part of the project, Trimark installed 1,497 power meters at 16 bases, with this part of the project valued at \$4 million.

In addition, Trimark delivered 1,311 meters and network panels with radios, switches, and cybersecurity for the Midlant Naval Piers in Norfolk, Little Creek and London. These meters track shore power used by the Atlantic fleet including all of the aircraft carriers. This part of the project was valued at \$2.6 million. The new system automates energy consumption tracking and billing as well as manages the information collected.

Trimark provided the Data Acquisition System (DAS) for the 2,808 power meters that Trimark installed along with 400 steam meters, and 500 water, sewer, and gas mechanical meters. The total subcontract project value exceeded \$6.6 million.

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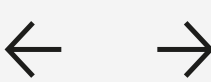
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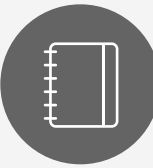
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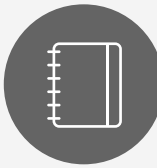
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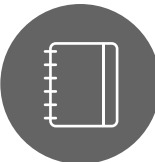
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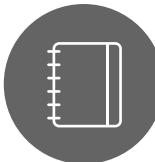
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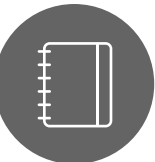
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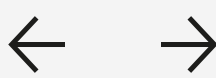
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