

# NATALIE ESPINOZA

Program Manager

## Education

California State University, Long Beach,  
2015

Bachelor of Arts, Environmental Science and

## Expertise

- Strong engagement, communication, and project management skills; ability to prioritize and handle multiple tasks and competing priorities
- Experienced with managing stakeholders and maintaining client relationships
- Strategic thinker and innovative problem solver
- Ability to track, report, and analyze data for actionable insight

## Skills

- Microsoft Office suite
- Google suite
- Languages: fluent English, proficient Spanish
- Salesforce
- EnergyStar Portfolio Manager

## Awards

- Best Practice Award in Student Efficiency Programs from the California Higher Education Sustainability Conference - Green Game Long Beach State Men's Basketball
- Excellence in Energy Savings - Highest Actual Energy Savings (86,567 kWh)
- Excellence in Outreach - Greatest number of Community Outreach Events
- Outstanding Project in the Area of Green Workforce Development



## Professional Experience

The Energy Coalition

Program Manager

Irvine, CA

Jan. 2022 - Present

- Develop and integrate knowledge around disadvantaged communities (DAC), low-income, rural agencies, and other environmental justice qualifiers into program processes and decision-making
- Lead integration of authentic community engagement best practices into program operations and design
- Plan, direct, and coordinate activities to ensure that goals or program objectives are accomplished on time and within budget
- Lead change management initiatives by developing workable implementation plans, communicating changes effectively, building commitment to overcome resistance, preparing and supporting those affected by the change, and monitoring transition and evaluating results
- Lead enrollment and engagement functions for regional energy network programs, including processes and procedures, by providing direction and support to program staff
- Develop, modify, and train staff on strategies to develop meaningful relationships with program participants, such as public agency staff, including re-engagement
- Plan, direct, coordinate, and support the rollout of new program strategies and enhancements
- Develop content for and deliver program presentations (internally and externally)
- Coordinate with Program Managers and contract managers to ensure staff resources are allocated where needed
- Provide leadership during small and large team meetings
- Manage, interpret, and analyze data; assess the quality and limitations of data sets
- Manage program contracts budgets and deliverables, as assigned
- Serve as internal support organization-wide as a community engagement subject matter expert

Project Manager

Sep. 2019 - Jan. 2022

- Maintained positive working relationships with program stakeholders and partners
- Developed and delivered presentations to potential new agencies interested in program enrollment; served as the primary point of contact for newly enrolled public agencies and delivered program services
- Conducted research and analyses on potential new agencies to establish energy efficiency project viability
- Developed, maintained, and served as the main point of contact and manager for partnership networks within targeted areas
- Worked with the team to design and implement outreach strategies that reflect program priorities
- Designed and delivered dynamic presentations, webinars, workshops, and other facilitation activities
- Reviewed and interpreted audit reports created by engineering consultants and provided project recommendations and solutions based on audit report findings
- Developed different forms of data visualization for various programs, such as progress reports, for agency updates
- Supervised and developed team members with various scopes of work
- Trained and educated team members on various system processes
- Developed and managed engagement and outreach strategy for Healthy Stores Refrigeration Program enrollment, including managing team and intern work scope, tracking program data, and managing communications with LA County to share with grantor
- Conducted English and Spanish outreach with community members for various community programs (Healthy Stores Refrigeration Program and advanced energy community projects)

## Affiliations

- US Green Building Council - Orange County (USGBC-OC), Association of Women, Water, Energy and the Environment (AWWEE), Long Beach State University Alumni Association