



# SWIC Weekly Jobs Report Summary Q4 2011

Solar – Total Unique Q4 2011 Postings: 590

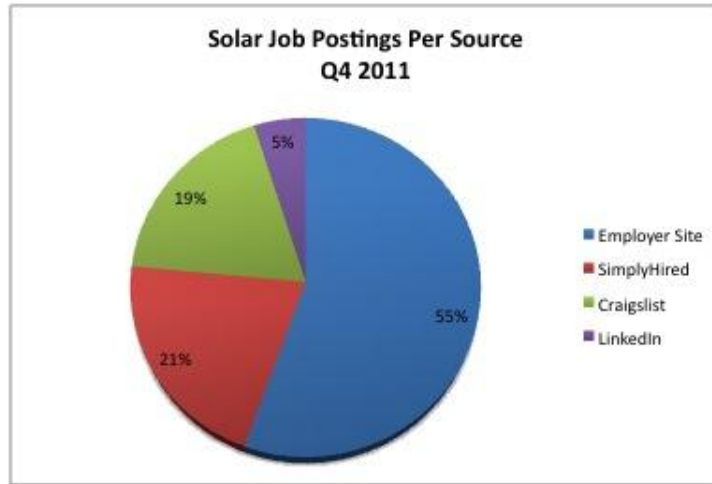
Sources of Data: Employer Websites, Craigslist, SimplyHired, LinkedIn

Regional Scope: San Francisco Bay Area (includes North Bay, East Bay, San Francisco, Peninsula, and South Bay)

The total number of job postings in Q4 2011 was 2,116. However, after the list was deduplicated, the total number of unique job postings was 590.

## Solar Postings Per Source

- Employer sites: 328
- SimplyHired: 124
- Craigslist: 109
- LinkedIn: 29



## Job Functions

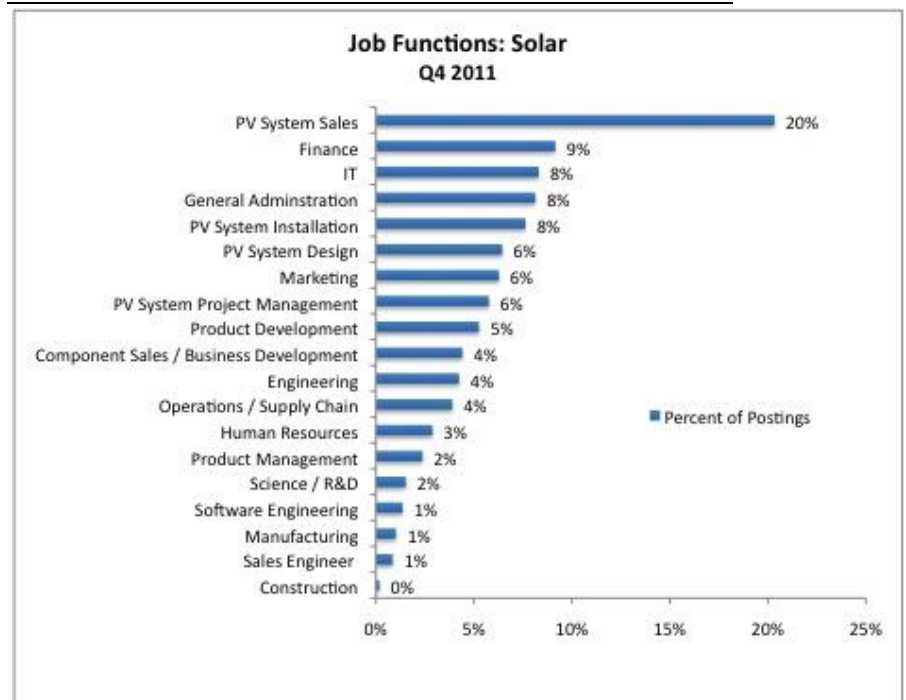
Total jobs: 590

PV system level jobs comprise 40% of total jobs:

- PV system sales = 20%.
- PV system installation = 8%.
- PV system design = 6%.
- PV system project management = 6%.

Manufacturing-related jobs comprise 12% of total jobs:

- Product development = 5%.
- Component sales/business development = 4%.
- Product management = 2%.
- Manufacturing = 1%.





# SWIC Weekly Jobs Report Summary Q4 2011

## Top Employers

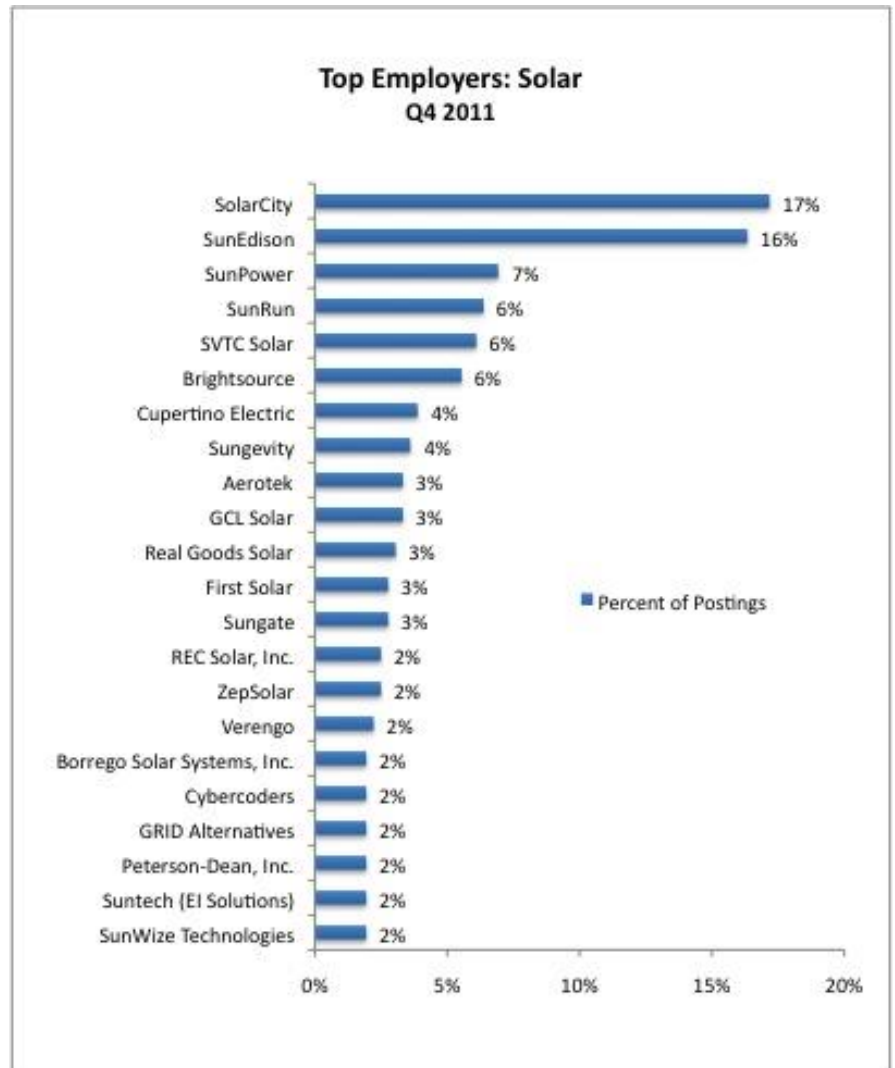
Total jobs: 361

Total companies: 22

Top 2 employers comprise 34% of total jobs:

- SolarCity
- SunEdison

Top employers = 61% of total jobs.





# SWIC Weekly Jobs Report Summary Q4 2011

## PV System Sales Employers

Total jobs: 119

Number of companies: 55

Top employer:

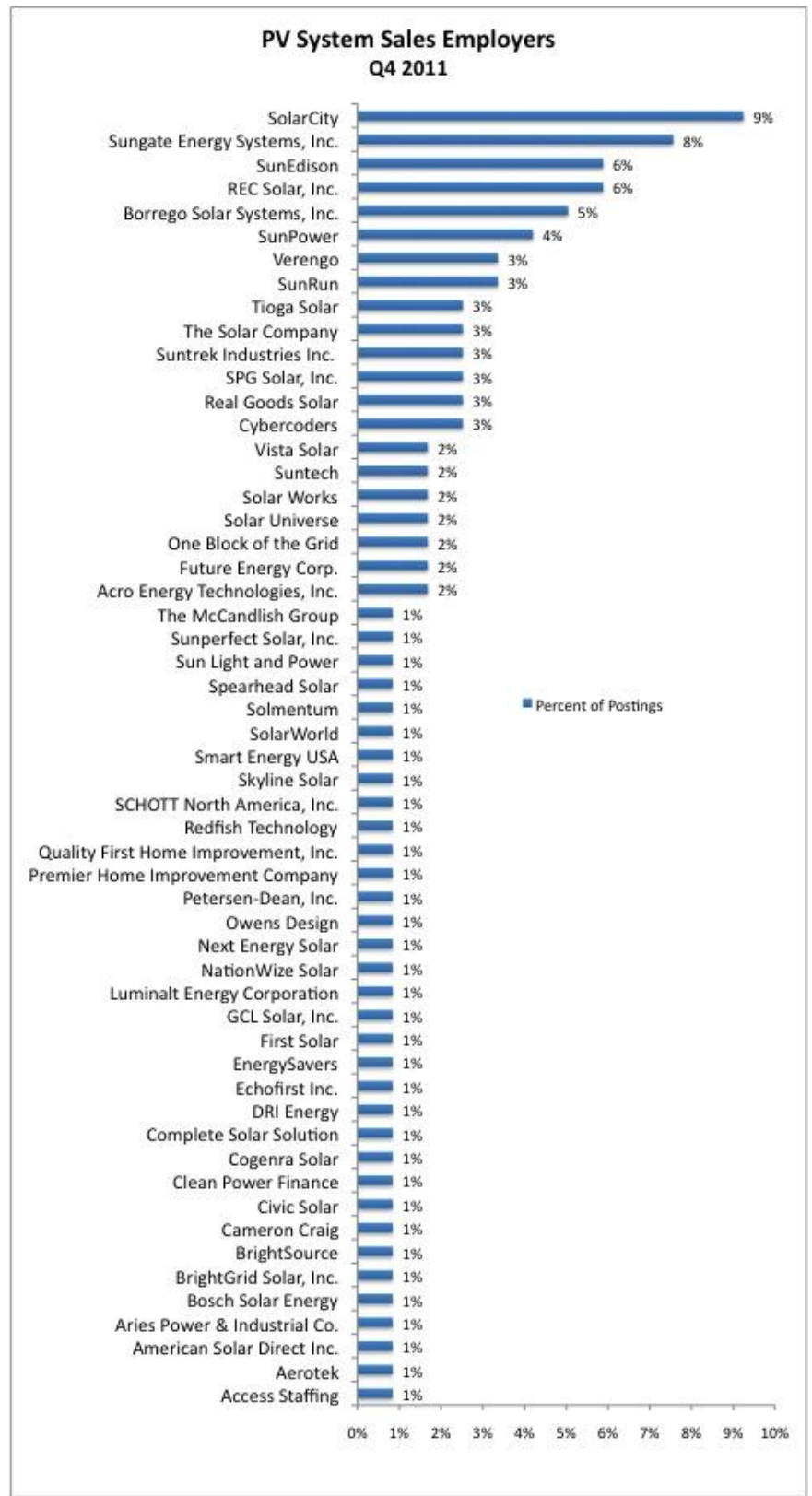
- SolarCity (11 jobs)

Next top employers:

- Sungate Energy Systems, Inc. (9 jobs)
- SunEdison (7 jobs)
- REC Solar, Inc. (7 jobs)

Companies with 3+ jobs = 60% of total PV system sales jobs.

Companies with 1 job = 29%.





# SWIC Weekly Jobs Report Summary Q4 2011

## PV System Installation Employers

Total jobs: 45

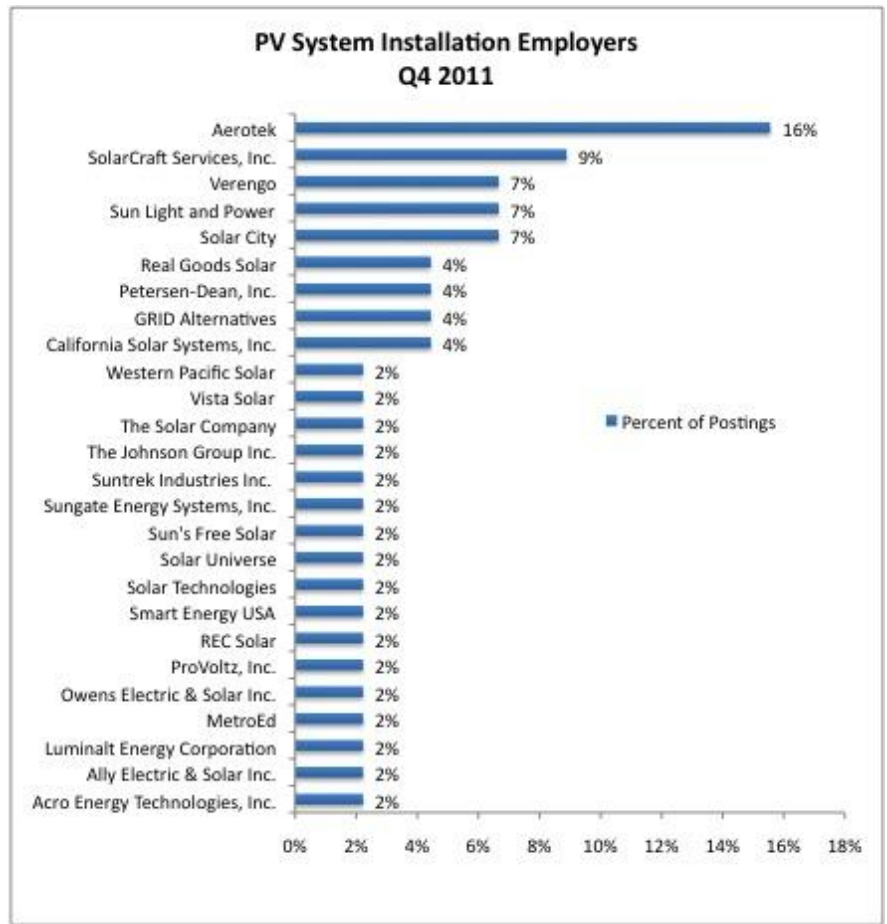
Number of companies: 26

Top employers:

- Aerotek (7 jobs)
- SolarCraft Services, Inc. (4 jobs)
- Verengo (3 jobs)
- Sun Light and Power (3 jobs)
- SolarCity (3 jobs)

Top 3 employers = 44% of PV system installation job postings.

Companies with 1 job = 38% of PV system installation job postings.





# SWIC Weekly Jobs Report Summary Q4 2011

## PV System Design Employers

Total jobs: 37

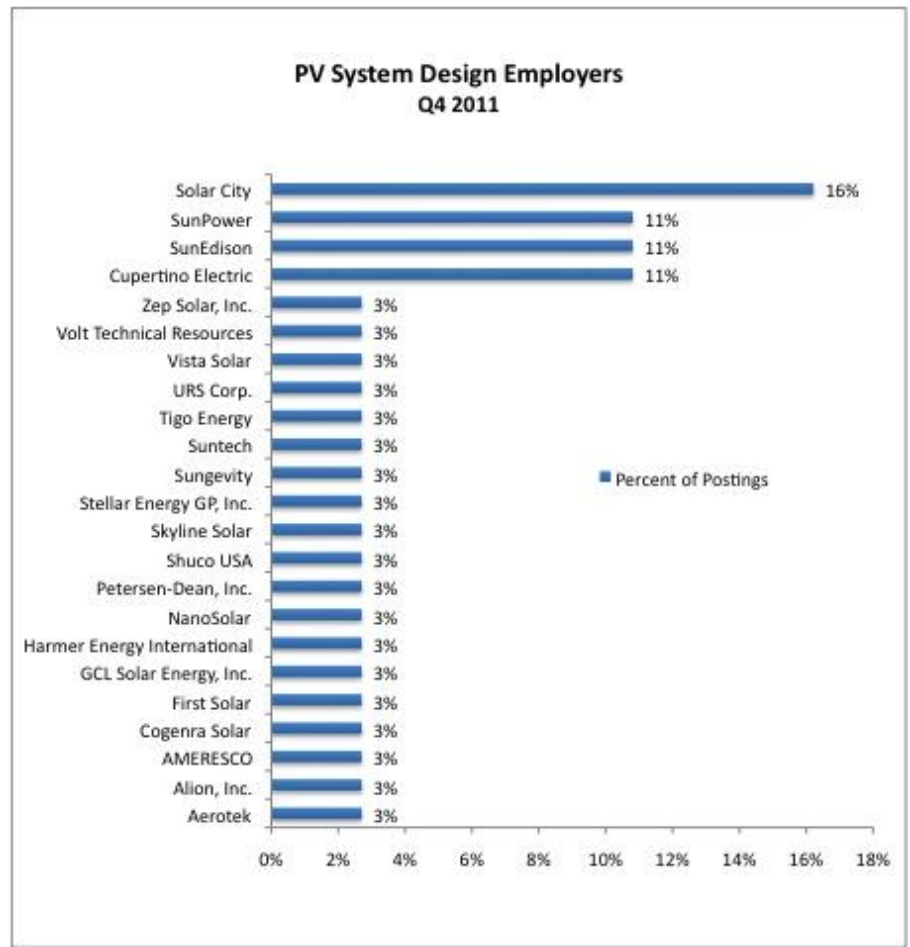
Number of companies: 23

Top Employers:

- SolarCity (6 jobs)
- SunPower Corp. (4 jobs)
- SunEdison (4 jobs)
- Cupertino Electric (4 jobs)

Top 3 employers = 49% of PV system design job postings.

Companies with 1 job = 51% of PV system design job postings.





# SWIC Weekly Jobs Report Summary Q4 2011

## PV System Project Management Employers

Total jobs: 34

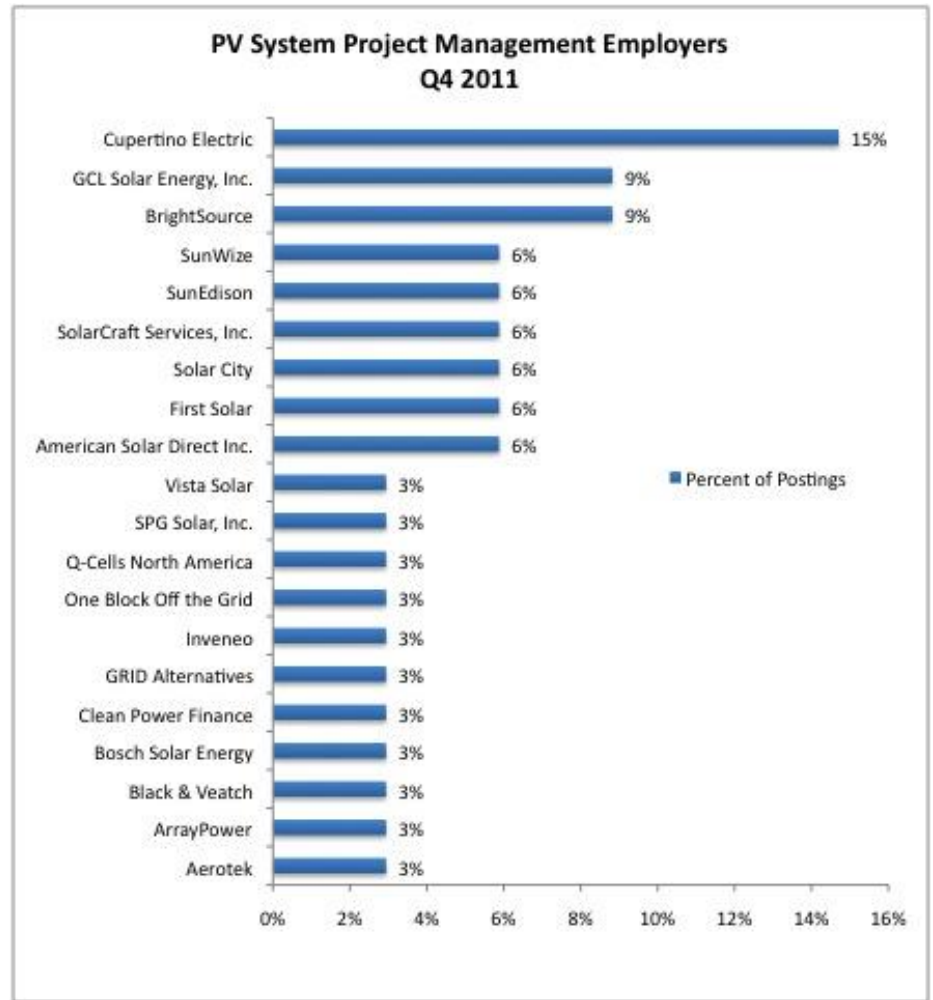
Number of companies: 20

Top Employers:

- Cupertino Electric (5 jobs)
- GCL Solar Energy, Inc. (3 jobs)
- BrightSource (3 jobs)

Top 3 Employers = 32% of PV system project management job postings.

Companies with 1 job = 32% of PV system project management job postings.





# SWIC Weekly Jobs Report Summary Q4 2011

Energy efficiency – total unique Q4 2011 postings: 326

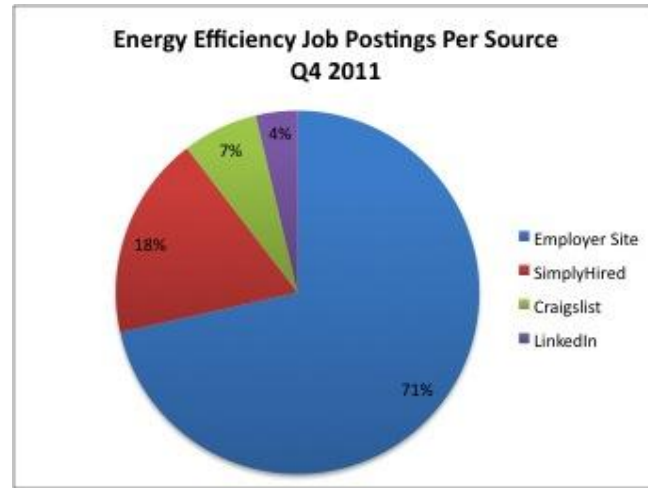
Sources of Data: employer websites, Craigslist, SimplyHired, LinkedIn

Regional Scope: San Francisco Bay Area (includes North Bay, East Bay, San Francisco, Peninsula, and South Bay)

The total number of job postings in Q4 2011 was 1,193. However, after the list was deduplicated, the total number of unique job postings was 326.

## Energy Efficiency Postings Per Source

- Employer sites: 233
- SimplyHired: 59
- Craigslist: 22
- LinkedIn: 12

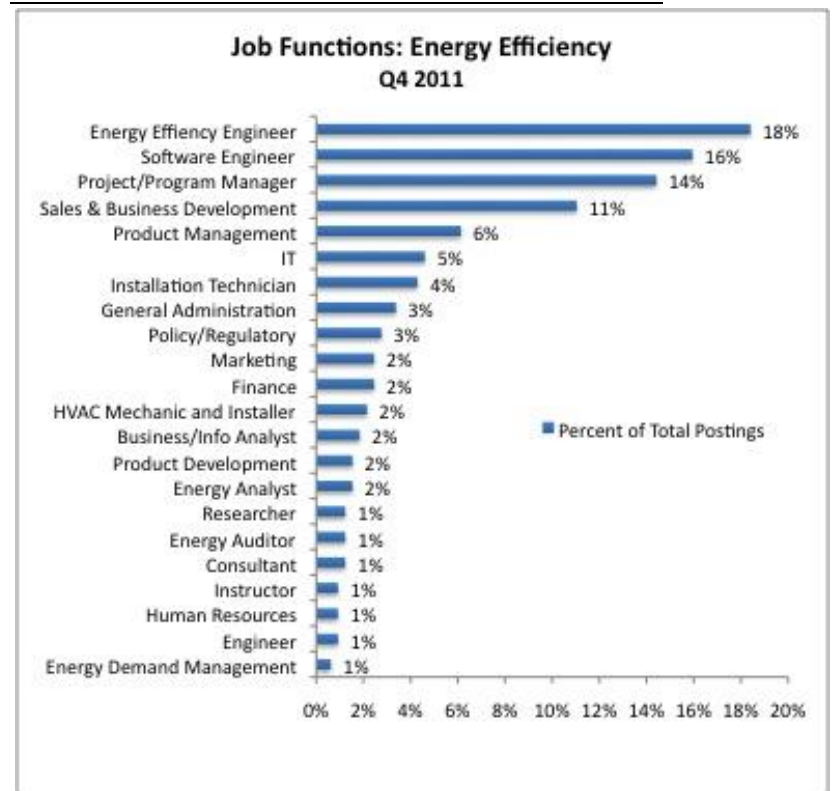


## Job Functions

Total jobs: 326

Key job functions:

- Energy Efficiency Engineer = 18% of total job postings.
- Software Engineer = 16% of total job postings.
- Project/Program Management = 14% of total jobs postings.
- Sales & Business Development = 11%.





# SWIC Weekly Jobs Report Summary Q4 2011

## Top Employers

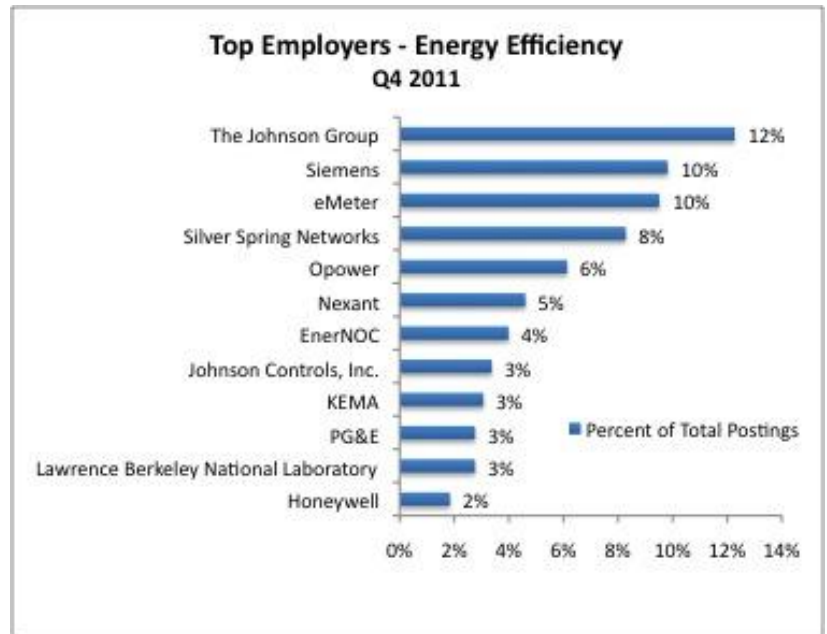
Total jobs: 223

Total companies: 12

Top employers:

- The Johnson Group (40 jobs)
- Siemens (32 jobs)
- eMeter (31 jobs)
- Silver Springs Networks (27 jobs)

Top employers represent 68% of total postings.



## Energy Efficiency Engineer Employers

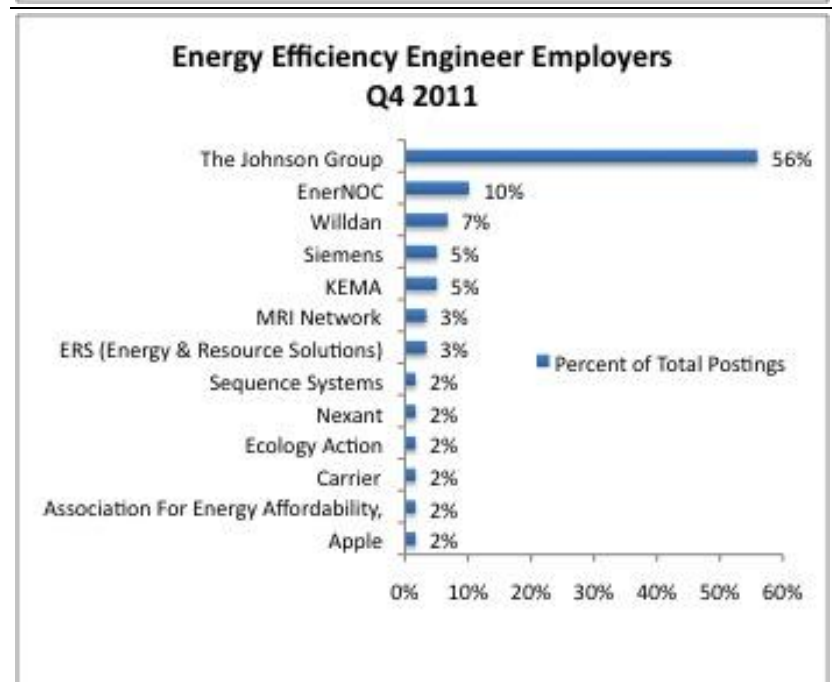
Total jobs: 59

Number of companies: 13

Top employers:

- The Johnson Group (33 jobs)
- EnerNOC (6 jobs)
- Willdan (4 jobs)
- Siemens (3 jobs)
- KEMA (3 jobs)

Top 3 employers = 73% of energy efficiency engineer job postings.



Companies with 1 job = 10% of energy efficiency engineer job postings.







# SWIC Weekly Jobs Report Summary Q4 2011

## EE – Project/Program Management Employers

Total jobs: 47

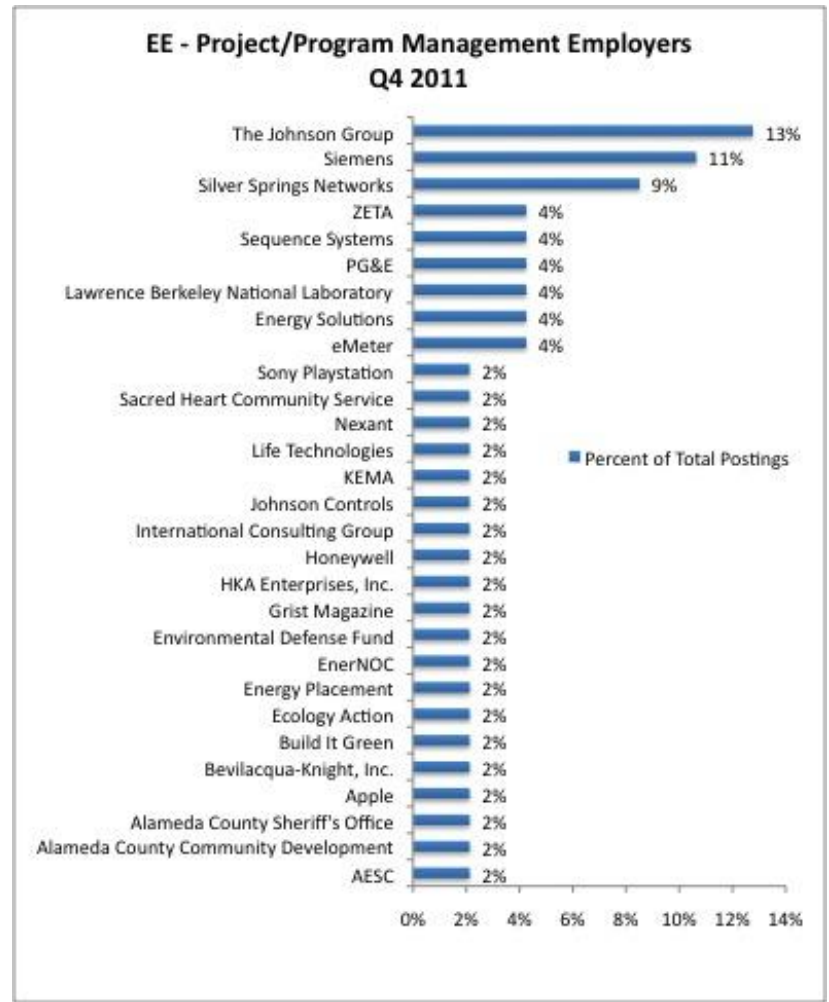
Number of companies: 29

Top employers:

- The Johnson Group (6 jobs)
- Siemens (5 jobs)
- Silver Springs Networks (4 jobs)

Top 3 employers = 73% of EE–  
project/program management job  
postings.

Companies with 1 job = 10% of EE–  
project/program management job  
postings.





# SWIC Weekly Jobs Report Summary Q4 2011

## EE – Sales/Business Development Employers

Total jobs: 36

Number of companies: 18

Top employers:

- Opower (8 jobs)
- Siemens (5 jobs)
- EnerNOC (4 jobs)

Top 3 employers = 73% of EE–  
sales/business development job postings.

Companies with 1 job = 10% of EE–  
sales/business development job postings.

