Renewable energy professional with finance, consulting and engineering backgrounds and experience in corporate strategy and development. Quickly understands all aspects of renewable energy projects including financial, technical and commercial issues. Demonstrated ability to lead teams and to work across all levels of an organization. Record of simultaneously managing numerous projects and priorities in fast-moving environments. CFA charterholder, Harvard MBA, Tufts University MS Electrical Engineering and University of Rochester BS Optics.

**PROFESSIONAL EXPERIENCE**

**ENERGY COMPANY NEW YORK, NY**

**Director of Business Development** (2015 – present)

International business development, strategy and finance with focus on Caribbean for renewable energy division of Fortune 200 independent power producer.

* Selected by company leadership to join task force to establish a joint venture and raise funds to support Energy Company’s international businesses as part of Energy Company’s restructuring. Led financial modeling and advised on fund structures.
* Developed Energy Company’s renewable energy and microgrid strategy for the Caribbean region and presented to company leadership, resulting in renewed focus on largest and most profitable markets.
* Originated new renewable energy and microgrid business opportunities and evaluated acquisition opportunities in the Caribbean region.

**RENEWABLE ENERGY FINANCE COMPANY NEW YORK, NY**

**Vice-President** (2013 – 2014)

Initial member of start-up investment firm aggregating solar and wind assets to monetize via an IPO of an innovative financing vehicle.

* Developed firm’s underwriting and investment approval process.
* Performed financial review, valuation modeling and due diligence of solar and wind assets.
* Prepared and presented investment memoranda to internal investment committee.
* Worked with origination and execution professionals to negotiate transaction and financing documents.

**U.S. DEPARTMENT OF ENERGY WASHINGTON, DC**

**Industry Expert Reviewer –Incubator Program** (Ad hoc participation 2012 - 2014)

Advised U.S. DOE on solar companies and national laboratory programs applying for federal funding.

* Performed comprehensive analyses of funding applications. Presented analyses to expert panels comprised of U.S. DOE representatives and other industry experts to assist in federal investment decision-making process.

**ENGINEERING COMPANY NEW YORK, NY**

**Principal - Solar Finance and Technology Consulting** (2013)

**Manager - Solar Finance and Technology Consulting** (2010 –2012)

Led multi-disciplinary teams of engineers and business analysts to advise investors in the solar energy industry.

* Managed client relationships, originated new independent engineering business opportunities and negotiated consulting service agreements.
* Led due diligence teams of up to 25 professionals to support over 20 project finance and equity transactions for utility-scale, commercial and residential solar PV projects. Diligence included review of equipment, designs, production forecasts, financial models, and key project contracts including financing agreements. Managed monitoring of construction progress and quality, and verification of construction completion and performance testing. Select transactions include:
  + $225M financing for 60 MW of utility-scale feed-in-tariff projects in Ontario, Canada.
  + Acquisition of 100 MW of utility-scale feed-in-tariff projects in Ontario, Canada.
  + Acquisition of 90 MW of utility-scale projects in Sacramento, CA.
  + Department of Energy $1.4B loan guarantee for the largest commercial rooftop development project in the U.S.
  + Financing for $1B program to install 300+ MW of residential solar on military housing throughout the U.S.
* Performed technical assessments of numerous PV module manufacturers in Asia. Evaluated module design, in-field performance data and manufacturing process and quality.

**SOLAR COMPANY, INC. MOUNTAIN VIEW, CA**

**Chief of Staff & Corporate Development Manager** (2009 - 2010)

Executed strategic initiatives for the CEO and executive staff of a 60-person, solar energy technology start-up.

* Managed effort to raise ~$10M Series B venture capital funding. Wrote investor presentations and performed financial and technical analysis to support the venture capital due diligence process.
* Led initiative to apply for DOE loan guarantee to finance a 15MW (~$75M) solar energy generation project, coordinating and integrating inputs from all parts of the organization and external partners.
* Worked with CEO and CFO to revise the corporate financial model and operating plan for the 2010 fiscal year.
* Prepared presentations for the Board of Directors and led offsite strategy sessions with VPs.

CONSULTING COMPANY San francisco, ca AND Melbourne, Australia

**Case Team Leader** (2008 **-** 2009)

**Consultant (**2006 – 2008)

Worked with executive teams of industry-leading companies to address critical issues in strategy, operations, mergers and acquisitions, and organization. Managed workstreams and supervised associates.

*Private equity due diligence*

* Performed industry assessments, competitive benchmarking and market research to assist private equity clients in evaluating potential investments in the internet advertising, modular building and travel services industries.

*U.S. consumer products manufacturer and retailer*

* Developed five-year plan for 20%+ annual revenue growth, working closely with C-level executives to identify and prioritize channel strategy options.
* Created financial forecasts for each option, including analysis of market saturation and cannibalization.

*Australian telecommunications company*

* Drove profitability and scenario analysis to inform business case and strategy for bidding on construction of $10B+ national fiber-to-the-node infrastructure project.

*Global wine producer and importer*

* Led team in assessing weaknesses in the client’s sales process and worked with client to implement initiatives to improve sales force performance.

AEROSPACE COMPANY Merrimack, NH

Senior Physicist – Lasers and Electro-Optics. (Early promotion, 2003-2004)

Served as technical expert for a classified, strategically critical laser program. Managed program’s ramp up from design validation to volume production.

Physicist II – Lasers and Electro-Optics. (Early promotion, 2001 - 2003)

Managed laser engineering functions during prototyping, testing and design validation for a complex laser system.

Physicist I – Lasers and Electro-Optics**.** (1999 – 2001)

Assisted senior physicists with laboratory experiments and research.

**EDUCATION**

**HARVARD BUSINESS SCHOOL BOSTON, MA**

**Master of Business Administration** (2004 – 2006)

**TUFTS UNIVERSITY MEDFORD, MA**

**Master of Science in Electrical Engineering** (1999 – 2003)

Completed while working full-time at Aerospace Company

**UNIVERSITY OF ROCHESTER ROCHESTER, NY**

**Bachelor of Science in Optics** (1995 – 1999)

Awarded with high distinction

Minors in Economics and Mechanical Engineering

**PERSONAL**

Completed five marathons. Beginner Mandarin and Spanish proficiency.