

Professional Summary

My 16 years of utility scale solar industry experience and diversity of roles in both start-ups and established global enterprises enables me to quickly identify opportunities and value in PV technologies, products, power plant design and associated ideas. I'm recognized for my leadership ability to drive initiatives, identify priorities and establish metrics to and manage real world value add contributions. I have a proven track record in the areas of leadership, photovoltaic engineering, product management and project management.

Professional Experience

2017-2023 **FTC Solar, Inc.**

San Francisco, CA

VP, Business Operations – March 2021 – Dec 2023

- Leadership - Led a +30-person department consisting of sales engineers, project engineers, structural engineers and a pile testing business with personnel located in the US, India, Dubai, China & Australia
- Engineering Services - Created and managed an engineering services business that generated over \$2MM in revenue in its first year and was on track to cover +100% of the departments OPEX in year 2
- Culture Development – Fostered an engineering culture around the concept of value engineering, which eventually became one of our greatest selling strengths for the Voyager and Pioneer tracker products

Senior Director, Product Management – Feb 2017 – March 2021

- Technical Founder - As founding team member of FTC, I proposed the initial concept and formalized the MRD and PRD for the development of the Voyager single axis-tracker
- Market Development - Managed the initial market release of the Voyager product at the 2018 RE+ conference in Anaheim, Ca
- Commercial Product Release - Coordinated acceptance of our first purchase orders for Voyager (30 MW in May 2019), onsite material delivery and golden row installation training.
- Initial Public Offering - 2 years post commercial launch and 2.5 GW delivered, I was a key team member in the roadshows and due diligence process leading to a successful IPO in March 2021

2013-2016 **SunEdison, Inc.**

Belmont, CA

Manager, Global Design & Engineering

- Innovation Program – Initiated and managed an organic innovation program within SunEdison's D&E organization that delivered over \$100MM in realized utility scale project savings from 2013 – 2015.
- Standard Block Design Program – Developed and managed SunEdison's global standard design program, which established the technical specifications around product selection and design standards for the global utility scale solar team (NexTracker and CAB products were first used in utility scale solar via this program)
- Lean Black Belt Certification – Awarded a lean black belt certification in 2016 for cross functional work in driving shared savings contracts with key EPC partners

2008-2012 **SolFocus, Inc.**

San Jose, CA

Program Manager

- Project Management - End to End responsibility for the execution of "turnkey" commercial customer contracts
- Product Management & Development – Led gen 2 product development resulting in 20% product cost decrease and 35% installation cost decrease
- Market & Business Development – Development of 2 international markets representing 80% of 2012 Revenue

Education

2007	California Polytechnic University	San Luis Obispo, CA
	• Master of Business Administration • Master of Science: Industrial Engineering	
2005	California Polytechnic University	San Luis Obispo, CA
	• Bachelor of Science: Physics	