

CAMERON D. GUY

949.230.0949 CameronDGuy@Gmail.com

RELEVANT EXPERIENCE

Lawrence Berkeley National Laboratory — Program Manager II

Berkeley, CA — November 2022-Present

- Manages schedules, budgets, and milestones for programs including; Smarter Small Building Controls, Better Climate Challenge, and Energy Management Technology Transfer projects, aligning with overall program goals.
- Oversees subcontractor contracts, tracking performance and spending and making necessary adjustments.
- Launched and maintains website, including regular content updates.
- Outreach for Smarter Small Buildings Campaign, using research to guide program strategies and overcome barriers.

CLEAResult — Program Manager

Oakland, CA — July 2018-October 2022

- Program Management: Led cross-functional teams of account managers, engineering, operations, and finance to deliver winery, brewery, dairy, and industrial energy efficiency programs throughout CA.
- Coordinated the launch and development of other client energy services and programs for industrial, commercial, residential, and pilot programs with clients.
- Business Development, Policy and Partnerships: Tracked state energy policies, built partnerships, conducted market analysis, and developed go-to-market strategies for business growth.

CLEAResult — Account Manager

San Francisco, CA — May 2015 - July 2018

- Project Management: Conducted energy assessments, onsite customer meetings, cost analysis, and technical support.
- Client Service: Coordinated marketing, outreach, and education for effective and sustained winery customer engagement.

Locus Technologies — Environmental Software Associate

Mountain View, CA — May 2012 - August 2014

- Reported to CEO for the execution of comprehensive business development and outreach.
- Sales Engineering: Provided customized demonstrations and proposals of Locus' SaaS software to prospective customers.
- Account Management: Supported project team by furthering customer relationships and identifying new opportunities.

Bluefire Renewables — Environmental Engineer Intern

Irvine, CA — Summer 2009

- Supported transition from pilot to commercial-scale production.
- Coordinated engineering, procurement, and construction bid for a \$250 million dollar Department of Energy Loan Guarantee.

Bridgenet International — Environmental Engineer Intern

Costa Mesa, CA — Summers 2007, 2008

- Developed projects consisting of acoustic analysis, software project development, graphic design, and field data acquisition.

EDUCATION

California Polytechnic State University, San Luis Obispo (Cal Poly)

- BS in Environmental/Civil Engineering, Class of 2011 (*#3 overall undergrad university program — US News*)
- Minor in Economics, Minor in Spanish
- Chi Epsilon Honor Society — Event Coordinator — Cal Poly (*Ranked #1 chapter in CA and HI*)

Universidad del País Vasco, San Sebastián, Spain - Fall 2008

TECHNICAL SKILLS & CERTIFICATIONS

- EIT Certified #137755
- Language: Conversational Spanish