

CAMERON D. GUY

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RELEVANT EXPERIENCE

CLEARResult — Program Manager — Oakland, CA — July 2018-Present

- **Program Management:** Leads cross-functional teams of account managers, engineering, operations, and finance to deliver winery, brewery, dairy and industrial energy efficiency programs throughout CA. Manages utility, customer, and vendor partnerships; and coordinates energy project lifecycles from sales, engineering, financial analysis, installation, and utility incentives.
- Coordinates 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:** Tracks national and state energy policies, builds partnerships, and conducts market analysis and develop go-to-market strategies for business growth. Designs and proposes energy programs and service offerings for utilities and government agencies.

CLEARResult — Account Manager — San Francisco, CA — May 2015 - July 2018

- **Project Management:** Conducted energy assessments, onsite customer meetings, cost analysis, and technical support to help all PG&E winery, brewery and dairy customers to identify, evaluate, and install industrial energy efficiency upgrades and best practices.
- **Client Service:** Coordinated marketing, outreach, and education in coordination with client for effective and sustained winery customer engagement.

Locus Technologies — Environmental Software Associate — Mountain View, CA — May 2012 - August 2014

- Reported to CEO with direct responsibility for the execution of comprehensive business development and outreach across all regions, industries, product offerings and partners.
- **Sales Engineering:** Provided customized demonstrations and proposals of Locus' SaaS software to prospective customers. Interpreted customer data and processes to propose solutions.
- **Account Management:** Supported project team by furthering customer relationships and identifying new opportunities to expand Locus' offerings with existing customers.
- **Market Development:** Spearheaded Locus' entry into water utilities, addressing water quality with better management of analytical data. An exciting new opportunity with more than 150,000 systems in North America.
- **Organizational Strategy:** Part of the group responsible for shifting business strategy from consulting services to a Software as a Service (SaaS) product focus, a transition from custom projects to scalable solutions.
- **Management** - Assisted in management of new sales hires meeting outreach and sales quotas.

Bluefire Renewables — Environmental Engineer Intern — Irvine, CA — Summer 2009

- Supported transition from pilot to commercial-scale production by repurposing proven processes.
- Coordinated engineering, procurement, and construction bid in order to apply for a \$250 million dollar Department of Energy Loan Guarantee for the 18 Million Gal/yr Fulton, MS facility.
- Identified new business ventures including partnerships with other biotech fuel providers and diversifying product offerings from solely ethanol to other value based chemical products.

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 for service in the mitigation of aviation noise and improvement of building acoustics.

EDUCATION

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

- BS in Environmental/Civil Engineering, Class of 2011 — (#3 overall undergraduate 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