

# CLAUDIA DEWES

Address: Vancouver/BC, V6G 1S9, Canada

Phone number: +1 604 561-5054

E-mail: [dwsclaudia@gmail.com](mailto:dwsclaudia@gmail.com)

LinkedIn: [Claudia Dewes LinkedIn](#)

## Profile

---

Holder of a Bachelor's Degree in Energy Engineering and currently pursuing a Diploma in Business Management at Canadian College, with five years of professional experience in the renewables and sustainability sector.

Expertise in power generation through renewable sources, adept at identifying trends, investment opportunities, and specific energy solution demands. Demonstrated proficiency in technical and financial project evaluation within the solar energy domain. Acknowledged for excellence in PPA negotiations and sales management, excelling in implementing sustainable and efficient technologies. Specialized in cost reduction and operational efficiency enhancement. Poised to deliver innovative and sustainable solutions to organizations within the renewable energy and sustainability sector. Experienced in engaging with British banks and funds for project presentations aimed at securing funding.

## Academic Education

---

- Bachelor's Degree in Energy Engineering – Federal University of Santa Catarina, Brazil (2014-2019)

Professional registration: CREA/PR 193149

- Business Management (Diploma) – Canadian College, Canada (2024-2025)

## Professional Experience

---

**Solar Americas Capital Limited London – United Kingdom ([solaramericas.co.uk](http://solaramericas.co.uk))**

Function: Senior Energy Solutions Analyst – from 05/2023 until 03/2024;

Function: Energy Solutions Analyst – from 06/2021 until 05/2023;

- Responsible for engaging with corporate clients to understand their energy needs and objectives. Enhanced customer satisfaction by offering tailored energy solutions. Conducted solar plant simulations to determine appropriate generation capacity for meeting client consumption demands in Brazil and the United Kingdom. Ensured compliance with local regulations and standards in proposed solutions.
- Led end-to-end business development processes, from prospecting to deal closure, including direct negotiation and signing of Power Purchase Agreements (PPAs) with consumers (B2B). Achieved a total solar power capacity of 15 MW through successful PPA agreements, contributing to business growth and revenue generation.
- Implemented PVSYST, a software specialized in generating simulations for solar plants replacing previous manual methods. Conducted internal training for the team, ensuring a smooth transition to the new software. Additionally, collaborated with the operations team to customize PVSYST settings according to the company's specific needs, thereby optimizing power generation forecasts.
- Implemented sales cycles using Salesforce CRM, and managed a 1.4 GW pipeline from lead generation, contract negotiation and deal closing.
- Managed the company's Data Room, ensuring all project stages were kept updated, including documentation, financial modeling, and technical aspects. Significantly enhanced the organization of folders and accessibility of information, resulting in a more efficient experience for investors. Maintained contact with banking institutions and European funds, presenting solar projects, particularly focusing on investment numbers and IRR. This effort culminated in the successful funding completion of USD 65MM.

- Conducted thorough technical assessments and financial analyses of potential solar energy projects, providing actionable insights to drive strategic decision-making. Enabled the company to identify and capitalize on lucrative energy opportunities, leading to increased revenue and market expansion. Utilized expertise in project evaluation methodologies and financial modeling to identify lucrative opportunities and mitigate risks effectively.

***ProfitSun – Brazil ([profitsun.energia](http://profitsun.energia))***

Function: Business Consultant

Period: 10/2020 - 04/2021

- Developed and implemented sales strategies to achieve revenue goals through both indirect and direct sellers. Adapted the sales contract to optimize sales, resulting in a significant improvement in revenue.
- Prepared business proposals, presentations and marketing materials for potential customers, collaborating with technical teams to develop customized solar energy solutions to meet customer needs.
- Followed market trends and changes in regulations in the solar energy sector to identify new business opportunities.
- Represented the company at industry events, conferences and trade shows to promote solar energy products and services.

***GemüseGarten- Brazil ([gemusegartenmissal.com.br](http://gemusegartenmissal.com.br))***

Function: Energy Efficiency Consultant

Period: 04/2019 - 04/2020

- Implemented advanced irrigation technologies and water management systems to ensure efficient water usage. Achieved significant water savings and optimized irrigation practices, leading to enhanced sustainability and resource conservation.
- Successfully designed and implemented greenhouse systems that maximize natural light input, reducing reliance on external energy sources.
- Implemented an in-house solar energy system to power greenhouse operations. Significantly reduced electricity costs by generating renewable energy on-site, leading to substantial savings and improved operational efficiency with reduced carbon emissions.
- Conducted a comprehensive survey of the greenhouse lighting system to assess current equipment and lighting levels. Recommended the replacement of existing lighting fixtures with more efficient lamps, resulting in improved illuminance and reduced electricity consumption.

***NORR Energia – Brazil ([norrenergia.com.br](http://norrenergia.com.br))***

Function: Energy Intern

Period: 01/2019 – 04/2019

- Real-time monitoring systems to track solar energy generation, with a focus on identifying interruptions in the generation process. Reduced downtime and improved overall system reliability by promptly addressing interruptions and implementing solutions.

- Developed detailed 3D designs of solar power plants tailored to the specific locations of each client. Enhanced client understanding and visualization of proposed solar installations, leading to increased project approvals and customer satisfaction.
- Contributed to the successful completion of various solar projects, enhancing energy sustainability and reducing carbon footprint. Participated in the construction of the largest rooftop solar plant in Brazil, located in Caxias do Sul, with a capacity of 1 MW.

#### Languages

Portuguese/English: Native/Fluent

Spanish: Advanced

Mandarin Chinese: Intermediate (汉语水平考试 2)

French: Beginner

#### Complementary Courses

- Energy Efficiency in HVAC – Udemy – 10/23;
- Mandarin Intermediate 2 – Confucius Institute – Paulista State University (UNESP) – 12/22;
- GIS – Universidad del Pacífico Paraguay – 11/22;
- Free energy market: identifying risks and opportunities for consumers – University of São Paulo (USP) – 11/2021;
- Global energy and climate policy – University of London – 10/2021;
- Self Production of energy – MegaWhat – 10/2021;
- Hydroelectric Power Plant Operator – Shalom Adonai Treinamentos – 09/2021;
- Power BI for Data Science + SQL/R – Data Science Academy – 04/2021;
- Gestión para la Sostenibilidad Territorial – Parque Tecnológico Itaipu – 03/2021;
- Low voltage devices – Mitsubishi Electric – 03/2021;
- Frequency inverter – Mitsubishi Electric – 03/2021;
- Python – Solyd treinamentos – 02/2021;
- Chinese for HSK – Peking University (北京大学) – 11/2020;
- Chinese for beginners – Peking University (北京大学) – 04/2020;
- SAP – Udemy – 04/2020;

#### Softwares

GIS, AutoCad, Microsoft 365, Google Drive, Google Meet, Zoom, Power BI, SAP, Sketchup, DiaLux, EES, SAM, PVSyst, CRM Salesforce;

**\*References available upon request.**