

# Robert B. Dally

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## PROFESSIONAL SUMMARY

44-year career in the solar PV industry delivering success in leadership, engineering, project management, project and product development, sales and marketing, communication and corporate growth. I enjoy presenting to C-level decision influencers and makers.

## CORE QUALIFICATIONS

Technical comprehension	PV Projects; Utility, C&I	Presentations (ppt., video)
Business Development	Product Development	Team Management
Sales	Project Management	Continuous Measurable Improvement
Construction (EPC)	Project Engineering	Supplier Relationships
Cost Reduction	Concurrent Engineering	Client & Stakeholder Relationships
Marketing Support	Knowledge Transfer	Policy

## EDUCATION

MBA, California State University Northridge (“CSUN”), 1993  
BA Spanish, CSUN, 1986  
BS Engineering, CSUN, 1980

## PROFESSIONAL EXPERIENCE

June 2017 to Present – Sun and Steel Solar, LLC

### **Managing Member**

Leading the design of a single axis tracker for PV solar farms. Seven patents and four pending. Pre-sales.

Spring 2019

### **Consultant – Project Manager**

Project Managed the design and installation of a 5 MW C&I PV rooftop project in Vietnam.

Nov 2015 to Aug 2016 – ConEdison Development

### **Consultant – Project Developer, Project Manager, Owner’s Engineer**

Project development support and Owner’s Engineer for several multi-MW solar PV projects in California. Secured easements and linear right of ways for interconnection, contracted environmental studies, ensured work and product fidelity for 21 MW PV plant in Avenal, CA.

Sept 2014 to May 2015 - Nevada Governor’s Office of Energy, Carson City, Nevada

### **Renewable Energy Program Manager**

Interfaced with state and federal agencies, NGOs, and private industry stakeholders to advance Nevada’s renewable energy resources and potential. Proposed several grants, submitted two grants to the DOE. Learned much about geothermal energy, wind energy and policy.

February 2013 to February 2014– PhotonWorks Engineering, Honolulu, Hawaii

**Director of Engineering**

Directed a technical team of four in the engineering of commercial solar PV projects in Hawaii and the Marshall Islands. Supported sales team with proposals and presentation to high visibility C&I opportunities. Incorporated the company in Thailand in pursuit to procure and build 50 MWs of PPAs.

August to October 2012 – One Sky Solar & Toyo Thai Corporation (TTCL), Bangkok, Thailand

**Consultant – Owner’s Engineer, Proposal Writer**

OneSky Solar – Proposal writer for Owner’s Engineer contract for 56 MW of PV solar farms in Thailand.  
ToyoThai Corporation – Proposal writer for turnkey EPC of 32 MW of PV solar farms in Thailand.

July 2011 to June 2012 – SunLink, San Rafael, CA

**Technical Director**

Oversaw the preliminary product development of a single axis tracker for ground mount PV. Sales support for proposals and presentations for fixed tilt ground mount and for “future” single axis tracker opportunities.

April 2010 to May 2011 – OSolar, Seoul, South Korea

**CTO & Director of Global Engineering**

100% focus on developing sales and corporate collaborations for PV projects and single-axis tracker use. Extensive travel to Morocco and South East Asia for business opportunities, proposals and collaborations. Sold 65 MW (\$30M) of single-axis tracker to SunEdison and evolved it into an M&A of OSolar to SunEdison for \$8M in March 2011.

April 2008 to March 2010 – Enviromena Power Systems, Abu Dhabi, UAE

**Director of Engineering**

Principal in the proposal, presentation and \$50M contract win for the first 10 MW solar farm for Masdar City. Simultaneously directed and trained core engineers to design, propose and present at emerging opportunities. I helped win the iconic PV parking shade for the VIP tower at the YAS island Formula 1 race track.

September 2006 to March 2008 – SunTechnics, Sacramento, CA

**Director of Engineering and Project Management, US Division**

Staffed, trained, and directed a project team from one to 14 (Engineering, PM, QA). Sales & marketing support in PV system sales presentations to C&I clients, water agencies (2 MW win), wineries (3 wins) and factories. Supported rapid sales growth from \$1M in 2006 to \$42M in 2007. I proposed a home-made single axis tracker for a 24 MW solar farm in S. Korea that would also work for several MWs of projects in California. We simultaneously designed, prototyped and installed 32 MW of my concept that overnight became a strong and reliable product. Ownership transferred from Conergy Korea to OSolar to SunEdison to FTC Solar who named it the AP-90 and retired it several years ago after 600 MW of deployment.

September 2003 to September 2006 – Shell Solar / SolarWorld, Camarillo, CA

**Project Engineer**

Designed and project managed commercial and Utility-scale PV projects. Helped develop a single-axis tracker for a 1 MW project. Supported sales and marketing in customer visits.

September 2001 to September 2003 – Independent Energy Solutions, Inc., San Marcos, CA

**VP Engineering**

Participated in the EPC of 10+ PV projects in US, Brazil, and Nigeria at a volume of \$2M/year. Proposal writer for multiple opportunities and successful projects including the stand-alone cathodic protection systems in Nigeria.

July 2000 to July 2001 – Newport Corporation, San Luis Obispo, CA

**Program Manager**

Successfully managed 14 simultaneous projects of custom test equipment for laser diodes for ten customers with total value of \$4.7M. Presentation of design and manufacturing plan & schedule.

September 1996 to March 2000 – AEC-Able Engineering, Santa Barbara, CA (Aerospace)

**Senior Project Engineer**

Designed the solar photovoltaic electrical systems for the GPS IIF spacecraft and the 2001 Mars Lander spacecraft. Proposed a simple method of string layout to achieve more power & energy during transfer orbit. Awarded US Patent No. 6,218,605 (Performance Optimization System for a Satellite Solar Array).

March 1987 to September 1996 – Spectrolab, Sylmar, CA (Aerospace)

**Process Engineer and Senior Project Engineer**

Developed processes and process improvements for the manufacture and assembly of satellite solar panels. Led and managed the cost reduction of Silicon solar panels from \$170/Watt to \$110/W. Transitioned solar panel technology from the use of Silicon to GaAs solar cells. Interfaced with Government, Institutional, Military and Commercial spacecraft customers with a volume of \$20M/year. Routinely prepared and presented design reviews (preliminary and critical) and manufacturing readiness reviews. Continuously communicated project status with official records to the customers (PMs, Procurement, Engineers, executive teams) Received extensive corporate training on teaming, concurrent engineering, efficient manufacturing, quality, and cost reduction.

May 1985 to February 1987 – Sensor Technology, Chatsworth, CA

**Senior Engineer**

Helped sales with proposals, pricing and design. Designed optical encoders, position sensors and switches.

November 1979 to April 1985 – Arco Solar, Inc., Chatsworth, CA

**Junior Engineer, Engineer, Senior Engineer**

Designed terrestrial solar PV systems. Maintained indoor and outdoor test facilities for terrestrial solar PV modules, arrays and systems. Proposed and received funding for I-V curve tracer based on capacitor charging.

1970 to 1988 – Dally Construction, Sunland, CA

**Laborer, Heavy Equipment Operator**

Worked in father's excavation general engineering construction company with heavy equipment.

**LANGUAGES**

English – Native (California, USA)

Spanish – Semi-Fluent; (70 university units – BA Spanish)

French – Proficient (30 college units)

German - Beginning (13 college units)

Thai – Beginning (6 years self-taught)

**OTHER**

Excellent computer skills in MS Word, Excel, PowerPoint, Outlook, MS Project

Fair computer skills in AutoCAD, Salesforce, PVSYST, others

Previous California Electrical Contractor's License C-10 (expired)

Inventor on US Patent No. 6,218,605 (Optimizing Space Solar Array Performance)

Inventor of three (7) US Patents for single-axis tracking

Strong interest for international cultures and business

Career objective is to advance the global use of renewable energy