Folasadé Ayoola

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Professional Summary

Strategic energy systems operations and investment leader with 8+ years of experience spanning carbon mitigation, grid resilience, distributed energy, and infrastructure finance across multi-stage, multi-geography, technology and infrastructure contexts. Experience executing full-cycle diligence and deal support, from market sizing, TRL/IP and unit economics to IC memos, covenant design, and post-close KPIs, backed by Oxford MBA and Stanford energy systems training. Negotiated ~$20M debt, raised $3.5M+ non-dilutive/VC funds, and built a ~$160M commercial pipeline while delivering decarbonization projects across CA/MI/NY and advising a top-tier VC on hard-tech climate investments. Deep cross-sector expertise across technology, utility, public policy, and climate finance. Adept at bridging technical and business domains, building partnerships across stakeholder groups, managing capitalization due diligence pipelines, and delivering innovative, cost-effective decarbonization strategies in both developed and emerging markets. Passionate about systems transformation and equity in the clean energy transition.

EDUCATION

Stanford University •
Doctor of Philosophy (in view) - Energy Science and Engineering •
Stanford, California
04/2019 - 12/2025

Stanford University •
Master of Science - Energy Resources Engineering • Stanford, California
09/2017 - 08/2020

University of Oxford Saïd Business School •
Master of Business Administration • Oxford, United Kingdom
09/2022 - 09/2023

University of Lagos •
Bachelor of Science (First Class Hons.) - Chemical Engineering •
Lagos, Nigeria
10/2010 - 11/2015

WORK EXPERIENCE

Co-Founder, Chief Scientific Officer

ElectricFish Energy Inc. • **San Carlos, California**   **09/2020 - 06/2025**

- Developed distributed energy resource management system, including patented battery-integrated ultra-fast EV chargers with AI-driven optimization, achieving 90% cost reduction in grid upgrades and and same-day commissioning of 350kW DCFC for fleet operators.

- Led technical and commercial solutions architecture, developing comprehensive energy financial models analyzing TCO, ROI, and grid resilience metrics and market-driven product road-mapping to win and deliver pilot deployments with utilities, film studios, fleet operators, municipalities, and real-estate developers across CA, MI, and NY to optimize grid-resilient mobility through demand-response and vehicle-to-grid integration.

- Secured $3.5M+ in grants, strategic corporate and venture financing while establishing partnerships with utilities across 5 U.S. states; negotiated agreements securing ~$20M in debt financing and $160M sales pipeline for distributed energy solutions; managed policy strategy, regulatory working groups representation and response to regulation dockets.

SKILLS

Languages: Bash, C++, Julia, MATLAB, Python, R

Analyses: Data Analysis, Decision Analysis and Uncertainty Modeling, Financial Modeling, Machine Learning, Modeling, Optimization, Policy Analysis, Project Feasibility Studies

Communication & Leadership: Executive and Stakeholder Reporting, Negotiation, Public Relations and Media, Public Speaking, Systems Thinking, Team Leadership, Technical and Grant Writing

Tools: California Avoided Cost Calculator, CapacityExpansion, Crane Tool, En-ROADS, GCAM, urbs

Research Fellow, Satre Family Stanford Interdisciplinary Graduate Fellowship

Benson Lab, Stanford University • Stanford, California   **10/2017 - 03/2025**

- Built integrated transportation network model for decarbonization of heavy-duty trucking and drayage in California, using fleet characterization, truck flow, freight flow and operator-attentive parameters to assess the performance of refueling infrastructure investments, to be published as an open-source simulation tool (GitHub).

- Developed decision-support models with technoeconomic and investment returns analysis for California oil production "greening" with produced water absorption-injection well and carbon capture, utilization & storage facilities under fiscal incentives of Section 45Q and LCFS.

- Assessed economic transition pathways for low-carbon sustainable finance with market instruments and incentive alignment in the political economy of oil-dependent economy, analyzing optimal infrastructure development plans for oil commodity revenue replacement with blue hydrogen in Nigeria.

Technical Consultant, Investment Due Diligence

SOUND Ventures • Los Angeles, CA   **04/2023 - 12/2024**

- Engaged as subject-matter expert to a leading VC on $5-$20 million hard-tech climate investments; delivered market analyses, competitive benchmarking, and technology readiness assessments across photoelectrochemical clean hydrogen and textile recycling.

- Conducted technical deep-dives with portfolio prospects' founding and engineering leadership to evaluate technology-readiness level, intellectual property and scale-up economics; synthesized into short-form investment committee (IC) briefs and investment memos for the managing partner; recommended diligence covenants and post-close technical key performance indicators (KPIs) to track commercialization risk and capital efficiency.

Office of Policy and Research Shultz Energy Fellow

Hawai'i Public Utilities Commission   **06/2021 - 08/2021**

- Developed on utility and rate policy, including Performance Incentive Mechanisms (PIMs) to reward the utilities for the electrification of transportation, directly influencing regulatory goals and economic models for transportation electrification in Hawai'i.

Process Technology and Innovation Engineer

Unilever Nigeria Ltd. • Lagos, Nigeria   **04/2017 - 08/2017**

- Developed and implemented end-to-end manufacturing process operations intelligence system, leading to a 97% reduction in material over-use cost and 13% factory top-line increase in two quarters while building systems to reinforce a culture of operational excellence, while co-ordinating with Nigeria, Kenya and South Africa teams in implementation.

Industrial Trainee, Reserves and Reservoir Management Framework

Chevron Nigeria Ltd. • Lekki/Escravos, Nigeria   **07/2014 - 12/2014**

- Developed model to estimate duration of plateau in waterflooded reservoirs, improving onshore asset economic performance by 12%.

- Performed reservoir development research and planning, supporting the reserves team in asset quantification and SEC reporting, and the process engineering team in gas plant operations and crude oil custody transfer at terminal facility and offshore platform.

Strategic Business & Product Development:
Applied Research, Budget Management, Commercialization Strategy, Creative Problem-solving, Market Analysis, Product Roadmapping, Product Strategy, Software Architecture, Sprint Planning, Strategic Partnerships, Utility & Regulatory Relations

Energy Systems & Optimization:
Distributed Energy Systems Optimization, Fossil-fuel-based Energy Systems Decarbonization Modeling, Modeling for Power Market Structures & Utility Rate Mechanisms, Renewable Energy Forecasting, Zero-Emissions Vehicle Infrastructure Network Optimization and Planning

Financial Modeling: Corporate Valuation, Discounted Cash Flow (DCF), Electricity Rate Base Analysis, Project Finance, Three-Statements

Statistical and Machine Learning:
Data Clustering, Linear Programming, Markov Decision Processes, Monte-Carlo Simulation., Principal Component Analysis, Q-Learning, Regression Analysis

AWARDS & SCHOLARSHIPS

Forbes Under 30 (Energy)

Satre Family Stanford Interdisciplinary Graduate Fellowship

Stanford Global Energy Heroes Prize

TIME Magazine America's Top GreenTech Companies (ElectricFish Energy)

Two U.S. Patents in distributed energy optimization, cited by Toyota, GM, and CATL