

JAY COX-CHAPMAN

EXPERIENCE

Opower *Technical Project Manager*

March 2014 – present

- Led a team of four to serve 22 of Opower's clients. Total portfolio contract value is over \$55 million.
- Consistently top-rated operations team in terms of employee satisfaction and throughput.
- Served as Technical Account Manager for National Grid's home energy report programs, which reach almost 2 million people, and make up 15% of Opower's revenue.
- Launched four new Opower products, including commercial energy reports and targeted campaigns.
- Led the development of a software tool for storing and testing program configurations.

Associate Technical Project Manager

February 2013 – March 2014

- Managed team of three engineers charged with radically increasing launch efficiency. Delivered process improvements that cut down time to revenue recognition by several weeks across the company.
- Saved over \$13 million by launching new version of our core energy report product to meet USPS regulations.
- Launched four new clients in three states onto the Opower platform.
- Overhauled Opower's data standards documentation to make data transfer more intuitive for clients.

Consumer Marketing and Operations Specialist

May 2012 – February 2013

- Supported SVP of Marketing and Operations in making the largest department at Opower more efficient.
- Wrote a 30-page customizable Welcome Kit to orient new utility clients to our platform.
- Redesigned processes into a unified workflow. Consolidated 99 tasks into 25, optimized for flexible delivery.

Arc Finance Washington, DC, *Project Coordinator*

November 2010 – May 2012

- Wrote business plan, designed pricing model, and managed successful implementation of a \$1 million project to set up a remittances-based business to deliver renewable energy products in Haiti.
- Represented Arc Finance at the Asia Clean Energy Forum in Manila in 2011.
- Provided technical assistance to NWTF, a Philippine microfinance institution, on their solar-lending program.

Stack Design Build Providence, RI, *Assistant Project Manager*

Fall 2009- Fall 2010

- Coordinated project management on an innovative 11,000sf green office building made of upcycled shipping containers, working closely with subcontractors, design team, and ownership.

Making India Work, a book, New Delhi, India, *Research and Editorial Assistant to William Bissell*

Summer 2007

- Developed the manuscript for a book advocating innovative market solutions for poverty reduction, sustainable economic development, and governmental reform with Mr. Bissell, the managing director of Fabindia, a sustainable consumer-goods store with a national presence in India.

EDUCATION

Williams College Williamstown, MA

Bachelor of Arts in American Studies and Environmental Studies, June 2009. Maj. GPA 3.8, Cum. GPA 3.54

- Recipient, Hutchins Fellowship Prize for "giving promise of becoming a useful, worthy, and lovable citizen."
- Recipient, Henry Rutgers Conger Memorial Literary Prize.
- Co-president, Williams Outing Club, largest student organization at Williams with \$35,000 budget.
- Founder and board member, "Let me Tell You a Story," weekly story-sharing group.
- Founder and editor, *Monkeys with Typewriters*, non-fiction essay magazine, published twice a semester.

INTERESTS

- Avid distance runner, cyclist, and outdoorsman. Completed one marathon and three half-marathons.
- Competitive sailor in high-tech International 14 dinghy. Competed in the World Championships in 2013.
- Worked as a tall-ship deckhand in summer 2009, teaching seamanship to at-risk high-school students.