

Nathan A. Irvin

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Experienced technical manager in the energy/utility management industry including smart grid AMI solutions with strengths in product development, integrations, and certifications/approvals as well as project and deployment coordination. Successful in maintaining customer satisfaction through manufacturing troubles and proficient in problem solving at product, system and customer implementation levels. Able to incorporate a big-picture view when developing business cases and strategies, obtained from working in multiple facets of an organization and with various roles in the customer environment. Strong technical background lends to a deep understanding of the solutions offered and knowledge of real-world applications to provide critical product development and design direction.

CAREER OVERVIEW

- Strong technical background providing a foundation for critical thinking and development of new ideas
- 10+ years' experience in product management and technical sales/applications within the utility industry collaborating with many key stake holders throughout an organization
- Developed communication and relationship skills leading to increased sales and revenue

AREAS OF EXPERTISE:

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|-----------------------|-------------------------|----------------------------|
| • Strategic Thinking | • Prioritization Skills | • Interpersonal Skills |
| • Market Research | • Vendor Management | • New Product Introduction |
| • Process Improvement | • Product Development | • Risk Management |

PROFESSIONAL EXPERIENCE

Border States Electric

October 2017 - Present

Utility Application Specialist – Area Lead – Rocky Mountain Region

- Manage and facilitate the sales and support of Landis+Gyr products and solutions to public power customers as a recognized factory distributor in Colorado, Wyoming and Montana
- Provide product demonstrations for new products at customer locations as well as trade shows and statewide training events
- Support product sales at a technical level, providing on-site support to assist the customer with troubleshooting and initialization
- Seek new growth opportunities and provide reporting back to key stakeholders within Landis+Gyr to aid with product development and enhancements
- Maintain and enhance relationships with the customers to drive sales growth beyond the featured product lines via pull through sales items
- Coordinate closely with the manufacturer for new system and solution proposals to steer opportunities leading to awarded sales in the public power industry for \$10M+ over 2.5 years in a new market segment for BSE in the region

Utility Application Specialist – Area Lead – Great Lakes Region

- Manage and facilitate the sales and support of Landis+Gyr products and solutions to public power customers as a recognized factory distributor in Illinois, Indiana, Michigan, Ohio, Pennsylvania, and West Virginia
- Develop relationships with customers to drive growth and future expansion opportunities for BSE in a region that previously had no presence

Landis+Gyr Technologies

January 2009 - September 2017

Commercial and Industrial Metering - Product Manager

- Manage the full life cycle of the Commercial and Industrial metrology and communications solutions from inception, through market launch, on-going support, and finally to product obsolescence. Product portfolio included the S4x meter, Gridstream RF solutions (Series 4 and Series 5) and additional communication platforms including cellular, ethernet and power line carrier technologies
- Work closely with communications partners, such as Silver Spring Networks for integration into the S4x meter as well as metrology partners, such as Honeywell/Elster and Aclara/GE for integration with the Gridstream RF solutions

Residential Metering - Senior Product Specialist

- Measurement Canada project coordination to ensure timely approval and shorter project timelines for customers in the Canadian market, reducing overall project costs.
- Partner relations and product integration management with third party vendors
 - Developed a flow chart project path for third party integrations to ensure communication modules met our requirements for safety, functionality and potential profit. In addition, this process captured the necessary steps for a smooth transition to market for new hardware designs as well as new firmware rollouts associated with the modules.
- Landis+Gyr communication device integrations and firmware rollouts
- Lead for Meter development projects under sustaining efforts
 - Successfully coordinated development and approval of specific customer requests with short timelines, delivering final product to customers, meeting their requirements and on time.
- Customer engagement and problem solving/failure analysis, assisting with CAPA investigations

Electronics Engineer

- Increased scrutiny surrounding operating temperatures and fire prevention demanded a more controlled Temperature Rise test. This test development effort allowed for more accurate measurements to assist with product development and improvements to satisfy customers and provide an edge in the market, generating increased sales realized by sharing the testing requirements and acceptance criteria with specific customers that were experiencing troubles with competitive products.
- Oversaw product revision update testing and approval
- Customer return failure analysis and Communications partner implementation support
- Provided on-site support at fire investigations surrounding the electric service that our customers were involved in to answer questions, provide an engineering evaluation, and ensure the best customer service to enhance the business relationship and secure future sales. Due to the nature of these investigations, this included trips to customers in various states across the country on very short notice.

Engineering/Product Management Co-Op/Intern

- Participated in a three-session program in which I rotated through the various departments including the test lab, Product Management and R&D. Following completion of the Co-Op Experience, I was invited to return for an additional internship in the R&D department.
- Evaluated a switching power supply design for efficiency and functionality
- Tested production and engineering designs and evaluated testing procedures including development of a new procedure for the over-current ANSI test to establish consistent results and reduce testing time by implementing a repeatable test set-up.
- Implemented a temperature/humidity sensing system within the test laboratory to provide traceability for all testing conducted to indicate that it was performed within the ANSI specification limits. Previously this was documented manually and was a time-consuming activity. By automating, lab personnel can focus on the testing efforts while this data is collected in the background allowing for faster project testing completion times.
- Developed application notes to provide clear feedback and product descriptions to our customers, reducing the number of questions surrounding the product design.

Acuity Environmental Solutions

Environmental Technician

Company Overview - Manages and completes remediation and environmental compliance contracts throughout the United States.

Responsible for collecting ground water samples, assembling contamination reports, managing drilling teams and diagnosing/repairing remediation plant outages.

EDUCATION

Purdue University - West Lafayette, Indiana

Bachelor of Science (B.S.), Electrical Engineering Minor: Management

Denver University – Denver, Colorado

Full-Stack Developer – Trilogy Coding Bootcamp