

Sean J. Martin

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Professional Experience

Sustainability Consultant & Business Advisory

World Care | Jan 2017 – Present

- Consulting pro-bono for local non-profit; customer & partner acquisition, expanding electronic recycling operations, developing new revenue streams & marketing campaign and designing short- and long-term sustainability strategy

Business Analyst

Fortech Energy | Feb – July 2015

- Spearheaded development of Fortech's Industrial Internet of Things (IIoT) service offerings & sustainability strategy
- Lead business development as strategic partner manager – brought in two of the largest IIoT equipment manufacturers and back-end communication provider to complement Fortech's system integration services
- Cross-functional management of: market intelligence, service development, outside sales & client outreach, business proposals, execution of client projects, legal due diligence, RFP research

ASU Carbon Neutrality Action Plan

Rocky Mountain Institute | Jan – June 2014

- Communication-guru & RMI liaison to coordinate ASU and Ameresco teams, resolve project conflicts & overlaps
- Conducted market technology research on the [Plan's](#) focus areas (energy supply & demand, transportation and campus practices). Analyzed financial & energy saving opportunities. Interviewed stakeholders & energy experts

Executive Director & Senior Consultant

GreenLight Solutions | Jan 2013 – June 2014

- Co-founded student-run sustainability consultancy focused on addressing challenges for Arizonan businesses
- As Executive Director successfully grew the organization to 40 members and oversaw >12 client projects to fruition

Research Analyst

Walton Sustainability Solutions Initiatives | Apr – June 2013

- Combined complex-adaptive systems, SCM, pioneer technologies, industry best practices and sustainability concepts to design short/long-term strategies for all Material Resource Facilities in pursuit of the City of Phoenix's 40% waste diversion by 2020 goal
- Our team's research provided the bedrock for creation of [Reimagine Phoenix](#) & the [Center for Resource Intelligence](#)

Education

MsC, Environmental Management and Policy

Lund University | 2014 – 2016
International Institute for Industrial
Environmental Economics

Master's Thesis

*Developing a Business Model for Commercial Electric
Vehicle Charging Infrastructure*

Bachelor of Business Law Bachelor of Sustainability

Arizona State University | 2010 - 2014
Barrett the Honors College (top 5% of students),
full tuition scholarship, magna cum laude

Projects

[learn more](#)

Energy Efficiency Analysis and Action Plan –
General Dynamics C4 Systems, Phoenix

Critical Performance of Power Purchase
Agreements in the US

Cleaner Production Opportunities for Lithium Ion
Batteries

Business Model Analysis of Tesla's Powerwall
Battery Storage Systems

International Knowledge Transfer in Photovoltaic
Market Diffusion

Proliferating Arizona Solar through High-Speed Rail

Skills Financial Analysis, SQL, Excel, CRM, Adobe, Client Presentations, Customer Relations, Network Development