



m a n u k a l i a
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A curious, persistent, and articulate data-scientist & entrepreneur skilled in turning chaos into order, and coaxing insights from white noise through data science. Inspired to solve “big” problems that improve life for the many... their health, their wallets, and their environment, using domain expertise in Energy, Renewables, and SmartGrid Management.

TECHNICAL PROFICIENCY: Python, Pandas, Scikit Learn, Numpy, Scipy, PostgreSQL, Supervised- and Unsupervised Machine Learning, Natural Language Processing, PCA/ SVD, TensorFlow, Neural Networks, Bayesian inference, Web scraping, AWS, Docker, GitHub, Apache Spark/ DataBricks/ Scala, clustering methods (LDA)

FUNCTIONAL EXPERTISE: Board and investor communications, fund-raising, due diligence, M&A, recruiting and team building

INDUSTRY EXPERTISE: Electric utilities and grid management, distributed modular computing, renewable energy development, block-chain & distributed ledger technology

RELEVANT EXPERIENCE

GENERAL ASSEMBLY San Francisco, CA
Data Science Immersive, Spring 2019

Project-based immersion program to gain professional-level skills in the entire data science workflow: data acquisition, data cleaning & EDA, modeling and statistical analysis, database management (cloud-based), visualization, and presentation.

Projects: Ames Iowa Real Estate Price Inference
Subreddit Classification (Science fiction vs. Physics & Astronomy)
FEMA Early Disaster Condition Monitoring & Alerting
California Electricity Price Prediction Using Recurrent Neural Nets

GREENSPARC INC San Francisco, CA
Co-founder, Apr 2014 – Present

Wrote the initial alpha version of Data Center Power Optimization application for delivering nation-wide, real-time energy markets data for operators of data center fleets. Back-tests show that the data science based algorithm can deliver 20%+ annual energy cost savings while simultaneously increasing renewable energy consumption by 10% or more. This is a big global issue: 7% of the world's electricity is consumed in data centers, and growing at 20%+ annually.

POWERCHOICE INC / GREENSPARC ENERGY ADVISORS San Francisco, CA
Co-founding Partner, 2009 - 2014

Energy program consultancy that won and negotiated city of SF PUC's municipal energy program (CCA) to replace PG&E in SF. Modeled the complete city's electricity tariff structure for all residential and commercial customers. Designed and bid on multiple CCA and Port Authority RFPs.

manu kalia

CROWNBUTTE WIND POWER INC
CFO, 2007 – 2008

Bismarck, ND

Built wind energy development models for 600MW spread across 12 projects in Western ND and Eastern MT. Negotiated PPA with local utility MDU. Raised private capital, then wrote & issued S-1 SEC registration statement to list Crownbutte on OTC market. Merged with Nacel Energy Corp.

PREVIOUS EXECUTIVE & FINANCE LEADERSHIP

ARC INTERNATIONAL (VIRAGE LOGIC)
Finance Director & Interim CFO, 2002 – 2006

San Jose, CA

Semiconductor intellectual property licensor of microprocessor designs, used by dozens of chip designers from Intel to SanDisk to Motorola/Freescale for over a third of the world's ASICs and FPGAs. Complete G&A (finance/HR/IT/investor relations) leadership for this public LSE-listed company.

TRADEWORX INC
CFO, 2001 – 2002

New York, NY

Quant analytics and web-based proprietary trading tools for individuals. Secured CNBC and the US SEC as customers. Transitioned to a proprietary quant ELSA hedge fund and high-frequency trader.

COMMONWEALTH ASSOCIATES
Networking & Telecom Deal Team Lead, 1999-2001

New York, NY

Evaluated over 2,000 small-cap/ micro-cap tech companies for possible PIPE investments. Screened down to two dozen due diligence candidates. Completed 6 deals for ~\$100 million in financing.

SANFORD C. BERNSTEIN & CO (ALLIANCE CAPITAL)
Telecom Equip & Data Networking Equip Analyst, 1998 – 1999

New York, NY

Created market, revenue, and earnings models for publicly traded companies: Lucent, Cisco, Ascend, Bay Networks, Nortel, US Robotics/ 3Com, Alcatel, Ciena.

BELL LABORATORIES (AT&T → LUCENT TECHNOLOGIES)
Prod. Planning Manager, 1995 – 1998

Murray Hill, NJ

Scenarios-based planning leader for \$5 billion+ project to extend bi-directional optical-fiber networks to the home. Led cross-functional executive team through a futurist scenario construction, and fit a flexible strategy to extend fiber-to-the-neighborhood, and then on to the home-endpoint over time.

EDUCATION

GENERAL ASSEMBLY
Data Science Immersive Program, Spring 2019

San Francisco, CA

TUCK SCHOOL OF BUSINESS ADMINISTRATION AT DARTMOUTH COLLEGE
MBA, General Management ... 1995

Hanover, NH

DARTMOUTH COLLEGE
A. B. cum laude, Engineering Sciences ... 1993

Hanover, NH