

<b>Education</b>	<b>University of California, Berkeley, Haas School of Business</b> Master of Business Administration, May 2016 <ul style="list-style-type: none"><li>• Advisor/Researcher, Indoor Reality</li><li>• Market Researcher, Phylagen</li><li>• BERC (Energy Club) VP, Energy Summit; Haas Technology Club</li><li>• Team Lead, Cleantech to Market</li></ul>	Berkeley, CA
	<b>Queen's University</b> BEng, Mechanical Engineering, May 2007 <ul style="list-style-type: none"><li>• Honor List, Thermodynamic and Engineering Operations</li></ul>	Kingston, ON
<b>Experience</b>		
2015	<b>Autodesk Inc.</b> <b>Product Management Intern, AutoCAD Products</b> <ul style="list-style-type: none"><li>• Using lean development principles, defined, developed and tested new software features</li><li>• Completed in depth ethnographic interviews and designed experiments to test hypothesis</li><li>• Identified features and product improvements which will be included in new product offering</li></ul>	San Rafael, CA
2011-2014	<b>Siemens Canada Limited</b> <b>Account Executive (2013-2014)</b> <i>Client acquisition and partnerships for major energy efficiency projects</i> <ul style="list-style-type: none"><li>• Developed strategy and executed rollout to expand client base and increase energy work with existing building automation clients, growing local office sales 25% year over year in 2013</li><li>• Led cross organization team to increase project volume with key automotive industry clients, leading to higher revenue for the energy division and for other Siemens business lines</li><li>• Through expanded client engagement, developed over \$1.5 M of new energy projects with existing client base, exceeding target by 10%</li><li>• Developed new more transparent costing model to meet new procurement rules of one of our largest clients while increasing project gross margin by 2%</li><li>• Selected to lead client relationship management for several of Siemens major national accounts</li><li>• Rated as "high performer with potential" in annual performance review</li></ul> <b>Energy Engineer (2011-2013)</b> <i>Technical project design and implementation for large scale construction projects</i> <ul style="list-style-type: none"><li>• Assessed, validated and integrated new energy technology into project work, increasing project revenue by 100% for largest client in Ontario</li><li>• Identified inefficiency in energy modelling approach and developed tool to reduce modelling time by 10-20%</li></ul>	Toronto, ON
2009-2011	<b>Ecosystem Energy Services Inc.</b> <i>Turn-key provider of energy efficiency projects for energy intensive clients</i> <b>Project Designer</b> <ul style="list-style-type: none"><li>• Chosen as lead designer on \$12M energy retrofit project (largest in Ontario) and spearheaded successful project through design and execution phases</li><li>• Completed financial analysis for client projects and financing options</li><li>• Identified opportunity to streamline energy calculation and initiated and implemented standardization tool for simplified energy calculations which is now widely used across the company</li><li>• Due to project success, promoted to work on larger more complex projects (First project: \$700k; Final project: \$12M as lead)</li></ul>	Toronto, ON
<b>Additional</b>	<ul style="list-style-type: none"><li>• Professional Engineer licensed in the Province of Ontario, Canada</li><li>• Volunteer, Ontario Clean Air Alliance (2009-2010), Ontario Sustainable Energy Association (2009-2011)</li><li>• Avid team sport enthusiast; plays soccer, basketball, football and baseball</li></ul>	