

THULASI NARAYAN

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EDUCATION

University of California, Berkeley, Haas School of Business Master of Business Administration <ul style="list-style-type: none">Selected as Berkeley-Haas Forte Foundation Fellow (selected for one of eight spots)Won 3rd prize in the 'Big Ideas@Berkeley' business competition in the IT for Society categoryAwarded the Haas EWMBA Dean's Scholarship (awarded to total of 5 students from the incoming class)Top grade in core finance class; completed Training the Street: M&A Accounting and LBO Analysis training	May 2017
Arizona State University, School of Design, Tempe, AZ Master of Building Design in Energy Performance Architecture <ul style="list-style-type: none">Faculty Book Award for Academic Excellence, Faculty Letter of CommendationDesign Excellence Award, Best Design Analysis Award in Eco-House International CompetitionPlaced on Dean's Honor list for three consecutive semesters	May 2005
University Of Madras, Chennai, India Bachelor of Architecture <ul style="list-style-type: none">Graduated at top of class	May 2002

EXPERIENCE

Paladino and Company, Seattle, WA <i>Boutique firm providing energy and sustainability consulting to Fortune 500 companies</i> Manager/ Senior Consultant (2013-2015) Energy Modeling Team Lead (2010-2012), Consultant (2009-2010), Associate Consultant (2005-2008) <ul style="list-style-type: none">Experienced team manager with 5 direct reports. Responsible for resource planning, performance management, and achieving team annual revenue target of ~\$2 millionIndustrial Vertical Lead. Completed market analysis and drafted a 3-year business strategy plan. Built sales pipe line and executed service offerings to meet \$1 million revenue targetDeveloped a NPV excel spreadsheet tool for the Department of State to help US embassies compare options, and make the most viable financial decisions related to energy and human health; Achieved cost savings of ~\$500K per embassyLed multiple visioning sessions for top executives in large commercial real estate companies to help them align their company's sustainability efforts to financial performanceOwned the product innovation strategy for a novel energy accounting system that identified up to 15% energy reduction opportunities for large (300+) building portfolios with annual energy bills of \$60-\$80MProduct manager for building and delivering energy management tools to support sales efforts for a major glazing manufacturer that reduced sales lead turnaround duration by 12%Project Lead for developing end-to-end Global Real Estate Benchmarking Survey package for three of the top US Real Estate Investment Trusts and two Private Equity Real Estate FundsSignificant experience in engaging with multiple stakeholder groups, designing systems to collect quantitative and qualitative data, completing statistical analysis of large utility and meta data setsAdvise clients on green code compliance, certification and reporting systems, building policies, and tenant coordinationCollaborated with Marriott Hotels Architecture & Construction division, product vendors, and design teams to improve their green building delivery process. Achieved 3% reduction in construction cost per building	2005-2015
Environmental Systems Design, Coimbatore, India Founder <ul style="list-style-type: none">Provide energy efficiency consulting services and guide owners pursuing green building certificationsDeveloped a control algorithm for a 30 KW prototype Photovoltaic tracking system located in Coimbatore, IndiaProvided consulting service for Lancor Holdings Limited, a large real estate company in India, to achieve 22% savings in energy use. Current projects include four mixed-use projects in Chennai, India with 12-18% energy efficiency goals	2011-Present
Sankar and Associates, Coimbatore, India Architect <ul style="list-style-type: none">Provided design and construction support services, project management for high-tech office buildings	2002-2003

ADDITIONAL

- Multiple publications in journals and trade magazines - [See LinkedIn Profile](#)
- Instructor, Sustainable Building Advisor Certification Program, Oregon and Boise Chapters
- Enjoy creating low-fat and low-sugar desserts, urban farming, using technology to influence conscientious resource use