

FIRST NAME LAST NAME

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CAREER SUMMARY

- Professional expertise in consulting, startups, business development and engineering project delivery. Energetic self-starter and effective team player with sound relationship building skills. Experienced across private, public and startup organizations. Thrives in fast paced and dynamic environments, delivering on time and within budget whilst identifying and mitigating risk.

PROFESSIONAL ACHIEVEMENTS

- Developed a strategy and business implementation plan for a boutique investment fund to reach \$1Bn funds under management, through workshops and management reviews.
- Provided a financially viable market entry strategy for an IoT ecosystem for a leading energy retailer, to reduce peak energy demand, customer bill shock and barriers to adoption.
- Delivered a Green Data Centre strategy for Tier 1 Data Centre Provider, saving \$150,000 during engagement and \$20.5m by 2020.
- Assessed and green lit an \$X Million Bio-technology to power remote mine sites, irrigate harsh dry desert land, and create jobs for regional communities in one of the harshest and driest region in **Country**.
- Secured \$30 million of new business within Tier 1 Engineering Multinational tendering over a 2-year period.
- Exceptional track record for on time project execution, no delays on site or missed tender opportunities.

PROFESSIONAL CAPABILITIES & SKILLS

BUSINESS DEVELOPMENT

- As a Business Development Manager at a **Scientific Research Agency**, I assessed R&D and pilot study opportunities in Grid Scale clean energy solutions.
- Developed business cases and managed a pipeline of grant submissions for Grid-Scale Renewable Energy projects ranging from solar, hybrid and biofuel technologies.
- Scoped and negotiated R&D project opportunities by coordinating teams of Scientists, Engineers, Lawyers, Intellectual Property Managers, Research Groups, Industry (both start-up and Multinational level) and Government bodies.

BUSINESS INTELLIGENCE AND DATA ANALYTICS

- Business intelligence analyst at **Not for profit** having demonstrated solid Data Analytical skills and strong attention to detail, quickly grasping requirements and needs for multiple departments such as Sales, Operations and Finance.
- Translated high level design into specific implementation steps
- Able to think conceptually, using high-level data models to conceptually map the real world of the organization
- Proficient in BI software such as Microsoft Power BI, Tableau, Excel, Python & R.

STRATEGY DEVELOPMENT

- Revised the business strategy for Boutique Funds Manager to adopt industry best practices and better capitalize on new market opportunities.
- Developed a path to market strategy for Energy Retailer for Home Energy Automation Ecosystem. Focused on introducing new systems that can curtail

household heating and cooling during peak periods. Provided business cases persuading against

- Developed a Green Data Centre Execution strategy in line with Data Centre Provider Corporate Social Responsibility measures and reducing 20% of CO2 emissions by 2020.

STAKEHOLDER MANAGEMENT

- As a Business Development Manager for the **Scientific Research Agency**, I conducted and managed high-level stakeholder engagements with Government bodies, Regional Community Leaders, Multinational, SME and startup organizations.
- Communicated project updates and detailed scope of works and issues to senior executives both internally and externally. Managed their expectations and timelines.
- Proactively created and managed a portfolio of trusted advisor relationships with start-ups, SME, Multinationals and various research bodies to manage a pipeline of R&D projects.

PROJECT ENGINEERING AND MANAGEMENT

- Project Engineer at Tier 1 Engineering Multinational Ltd: I supported the Project Manager for the \$550m Client Power station for all electrical scope on site.
- Managed budgets including optimal allocation of spending and cost-effective vendor relationships.
- Worked with multi-disciplinary teams to plan, manage and track project deliverables. Organized and followed up tasks with contractors as per the scope of works.
- Conducted design reviews and system checks, prepared rectification reports and marked up drawings for drafting teams.
- Prepared work method statements, safe work method statements, safety reviews and pre-work safety checks.
- Reviewed test reports with Factory Acceptance tests to ensure systems were at optimal working order.

TENDERING AND BID MANAGEMENT

- As a Tendering Engineer at Tier 1 Engineering Multinational Ltd, worked with multi-disciplinary teams for bid qualification (bid go / no go) process for new opportunities
- Managed inputs and requirements from multiple stakeholders, from sales, marketing, product teams, finance, commercial, legal and delivery.
- Preparing and reviewing the commercial aspects of the bid, ensuring all services are included in the final price to the customer
- Risk tracking and management throughout the bid process
- Contributing to the written proposal - both in terms of content and presentation.
- Negotiating contract terms across local and international contractors, suppliers and factories to ensure competitive prices and strong technical compliance.
- Participated in post bid reviews with customers, delivery and sales teams post contract award or loss.

COMMERCIAL ACUMEN

- Strong understanding and ability to converse in business domain specific to Power, Utilities, Startups, & investments.
- As a Tendering Engineer, I prepared detailed costing and budgets based on past project awards, lessons learned in terms of resourcing, market prices for competitor

solutions and commodity prices.

- Negotiated strategic partnerships with key factories to meet market prices for products spanning Sweden, Germany, China, Thailand, Malaysia and Mexico.
- Negotiated contract pricing and fixed term exchange rates for a budget pricing tool for ongoing equipment supply and upgrades.
- As a Business Analyst for Boutique Funds Manager, I contributed to month and year end reporting for quarterly reports and financial forecasts.

COMMUNICATION SKILLS

- Conducted strategy workshops at Boutique Funds Manager with the CEO and Board members to redefine the funds strategy. Developed a business implementation plan for the management team to introduce industry best practices and capitalize on new market opportunities.
- Presented to the C-Level, senior executives and at board meetings at **Boutique Funds Manager, Energy Retailer** and Data Centre Provider.
- At **Scientific Research Agency** conducted multiple meetings with multi-disciplinary teams for effective and actionable outcomes.
- At Tier 1 Engineering Multinational, prepared in depth instructional and operation reports, system reports, test reports, trouble shooting and operational manuals as per customer requirements.

POLICY DEVELOPMENT AND IMPROVEMENT

- Provided a strategic review of corporate policies at Boutique Funds Manager, providing policy revisions for Diversity & Inclusion, Hiring and Whistleblowing.
- Developed a new policy for Ethical & Green Investment in line ensuring the fund stays in line with their sustainability reporting benchmarks.

CAREER HISTORY

Not for Profit Organisation | 2018

Business Intelligence Analyst | Consulting

- Developed a Business Intelligence system consolidating multiple data reporting tools and spread sheets. The system provides weekly, monthly and quarterly reports for the Sales and Business Development Team.
- Currently incorporating financial and operational data to give greater business insight and oversight over the business performance and reduce data processing time.
- Currently assessing an overarching Business Intelligence solution between Tableau and Microsoft Power BI for future migration.

Personal Startup | 2016 – Present

Business and Product Development | Co-Founder

- Formed a high-level execution team of Clean Energy design consultants, Operations, Logistics and Finance managers.
- Developed a high-level concept design through deep dives and design thinking by expanding on industry leading solutions.
- Engaged a research team from leading universities for lab tests and a techno-economic feasibility study.
- In discussions for a seed investor for a techno-economic feasibility study and pilot project.
- Currently developing a pilot plant to secure the downstream portion of the business.

Boutique Funds Manager | 2016**Strategy & Business Analyst | Consulting**

- Advised a portfolio start-up, assisting them to reach breakeven, profitability and rapid studio expansion involving price setting, process standardization, outsourcing and rental contract negotiations.
- Reporting to the CEO and presenting to board members, held strategy sessions leading to revised policies and developed a new business plan to see through their new strategy.
- Reporting to the Director to setup a Global Real Estate Investment Trust (REIT) by developing financial models and company assessment screens. Further, setting up the Fund administration, custodian and brokerage accounts.
- Year-end accounting support for reconciling cash flow, P&L and balance sheets across 5 major property funds.

ENERGY RETAILER | 2015**Strategy Analyst | MBA Industry Attachment**

- Developed a path to market strategy for home energy automation systems with IoT, by performing market studies, system reviews, cost/benefit analysis, business case development and persuading multiple stakeholders for operational change.
- Provided in-depth data analysis on energy constrained regions, identifying pain points and excessive costs. Changed the processes for approaching constrained regions by recommending less invasive and lower cost systems to monitor and control such households' energy.
- Provided thorough assessment of remote demand management response systems, persuading against commonly accepted standards (such as the XXXXXX) and recommending a multi-platform control system.

Data Centre Provider Country Ltd | 2014**Strategy Analyst | MBA Industry Attachment**

- Developed a Green Datacenter strategy & Deployment/Execution plan. Identified business locations that have a high operation costs and provided recommendations for relocating operational assets. Made assessments on loss leading activities and inefficiencies, making recommendations and implementing changes.
- Developed a group buying partnership with NGO's and charities to reduce electricity costs and improve their corporate social responsibility.
- Developed a corporate energy bill analysis tool in Excel that saved the business unit \$150,000/month in costs.

SCIENTIFIC RESEARCH AGENCY | 2013 -2014**Business Development Manager**

- Assessed opportunities, developed business cases and managed a pipeline of grant submissions for Grid-Scale Renewable Energy projects ranging from solar, hybrid and biofuel technologies.
- Proactively created and managed a portfolio of trusted advisor relationships with start-ups, SME, Multinationals and various research bodies to manage a pipeline of R&D projects.
- Scoped and negotiated R&D project opportunities by coordinating teams of Scientists, Engineers, Lawyers, Intellectual
- Property Managers, Research Groups, Industry (both start-up and Multinational level) and Government bodies.

- Conducted and managed high-level stakeholder engagements with Government bodies, Regional Community Leaders, Multinational, SME and startup organizations.

Tier 1 Engineering Multinational Country Ltd. | 2007 – 2013

Various Roles including: Project Engineer, Bid Proposal Engineer, Systems Engineer & Country Expert and Process Improvement Analyst.

- Key contact and country expert for Tier 1 Engineering Multinational Condition monitoring systems intended to reduce service and maintenance costs by \$5m year-on-year, providing real time asset operational transparency, improved risk management, asset life extension and accurate asset service-life indicators.
- Solved 5 years of ongoing defects, turned around negative customer sentiment, trained **National Energy Utility** staff and provided an extensive trouble shooting guide for the entire system spanning the hardware modules, fiber-optic network and software systems installed on remote and local terminals.
- Worked across multi-disciplinary teams to oversee the construction of the **Client** Combined Cycle (Coal & Gas) Power Station (242MW). Supervised and trained teams of contractors, graduates and interns.
- Prepared and submitted complex bids in the energy sector by negotiating contract terms across local and international contractors, suppliers and factories to ensure competitive prices and strong technical compliance.

TERTIARY EDUCATION

MASTER OF BUSINESS ADMINISTRATION | UNIVERSITY NAME

- **Merit Awards:** Strategic Management, Economics, Management Consulting

BACHELOR IN ELECTRICAL ENGINEERING (B.E. HONS) | UNIVERSITY NAME

- **Electives:** Mobile Satellite Communications, Power Electronics, Real-Time Instrumentation & Power Systems Engineering.
- **Honors thesis:** Biomedical wearable's & monitoring devices

ADDITIONAL SKILLS

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| • Product Management | • Business Visualizations with Tableau |
| • R and Python for Data Science | • Android Oreo Mobile App Development |
| • Introduction to Artificial Intelligence | • AutoCAD level 1 |
| • Python for Automation | |
| • Advanced Excel for Finance | |

REFERENCES

AVAILABLE ON REQUEST