

JOHN SMITH

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Objective

To leverage 5 years experience in a deadline-driven, multi-disciplinary environment in a real time trading role where I can become an expert in operations within North American power markets.

Summary

- 5 years experience within the energy sector in diverse functional areas: technical, business leadership, and plant operations.
- Knowledge of AESO market fundamentals.
- Confident decision maker in high-pressure situations.
- Excellent communication skills, both orally and in writing.
- Expert proficiency in Microsoft Office products: Excel (VBA macros, pivot tables), Word, and PowerPoint.
- Business oriented individual, experience launching energy startup company.

Professional Experience

Dec. 2014 – Present

Independent Consultant

Company A, City, Prov

Co-piloted the launch of a renewable energy company focused on brokering debt finance in wind and solar projects in Canada and the US through an innovative online platform.

Strategic Thinking

- Orchestrated corporate strategy and KPIs for launch of company.
- Improved conversion of sales leads by over 40% through the development and implementation of “cold-calling” procedures for sales staff.

Quantitative Analysis

- Spearheaded the development of excel-based financial models for a prospective 300-MW wind farm near Kitscoty, AB. Models demonstrated Company A’s value-add to project developer and lead to offering of joint-venture agreement.

Power Markets and Public Policy

- Used knowledge of power markets and public policies in jurisdictions across North America to identify key geographical areas for project development.

Mar. 2015 – Feb. 2016 **Process Engineer (E.I.T)**

Company B, City, Prov

A member of the facilities engineering group at a highly regarded environmental consulting firm focused on water management and renewable energy projects in ProvinceA and ProvinceB.

- Identified by management as a resident expert on power generation economics and regulations and tasked with developing excel-based financial

modeling tool for solar projects. Model was instrumental in completing company's first solar project, a \$75,000 full EPC job.

- Authored a 4000-word report for the Minister of Energy on the issues facing renewable energy growth in Province's deregulated electricity market and the policy changes required to overcome these issues. Report was the central piece in Company B's efforts in becoming a recognized leader in the local solar industry.
- Developed and implemented a standardized HYSYS simulation to model hydraulic losses across H₂S scavenger units. By creating a standardized template, the time required to complete hydraulic models was reduced by 75%.

May 2013 – Feb. 2015 Junior Process Engineer (E.I.T)

Company C, City, Prov

Key contributor to the process engineering group at a reputable engineering firm geared towards design and construction of heavy oil pipelines and facilities in provinceA.

- Boosted department productivity through development of automated excel VBA calculation templates, which reduced time required to complete routine calculations by up to 60%.
- Saved client over \$100,000 in potential design modifications by identifying inaccuracies in an industry-standard fluid dynamics software package.

Jan. 2012 – May 2012 Engineering Intern

Company C, City, Prov

Jan. 2011 – Aug. 2011 Process Engineering Co-op Student – Primary Extraction

Company C, City, Prov

- Analyzed over 5-years worth of plant operating data to identify 60+ pieces of instrumentation in need of repair/replacement; presenting an opportunity to reduce plant-wide energy consumption by up to 5%.

May 2010 – Dec. 2010 Process Engineering Co-op Student – Upgrading

Company C, City, Prov

May 2009 – Dec. 2009 Process Engineering Co-op Student – Secondary Extraction

Company C, City, Prov

- Member of 5-person team personally recognized by company CEO for record-setting improvements in product quality.

Education

Bachelor of Science in Chemical Engineering, 2013

University of ABCDE, City, Prov

- Dean's List Graduate with 3.8/4.3 senior year GPA.