

John Doe

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EDUCATION

University of California, Berkeley | Berkeley, CA

May 2020

Bachelor of Science in Environmental Economics and Policy

GPA: 3.xx

Bachelor of Science in Society and Environment (Climate and Energy Policy)

Coursework: Energy Regulation, Applied Econometrics, Climate & Energy Policy, International Trade, Energy & Society, Calculus, Climate Change Economics, Probability and Statistics, Development Economics

PROFESSIONAL EXPERIENCE

Mosaic Solar | Oakland, CA

August 2019-Present

Data Analytics and Research Intern, Team Lead

- Built and presented econometric models of house level solar energy savings to upper executives used to expand the confidence range for Mosaic's 20-year lending program, shaping the investment strategy for over \$200 million of capital

Crop Enhancement | San Jose, CA

July 2018-Present

Business Development Associate

- Built investor pitch decks and produced publicly distributed research reports to support the C-Suite during funding rounds
- Devised marketing strategy to boost sales of proprietary products by differentiating them from environmentally harmful alternatives

As Research Intern

- Developed market entry strategies for 15 countries to guide global business expansion for sustainable insecticide products
- Modelled farm-level spending, supplier distribution chains, and chemical application patterns to identify strategic opportunities in the \$18 billion global adjuvant pesticide market

BEACN Consulting | Berkeley, CA

February 2018-Present

Vice President of External Affairs

- Spearheaded a 0% increase in contract revenue and increased sponsorship funding 3x to drive new member development
- Founded and organized UC Berkeley's first Energy and Clean Technology Career Fair, featuring over 300 attendees and 31 companies like SunPower, Chevron, and Ford Motor Co.

Project Manager

- Directed a team of 5 Associates that assessed technical solutions to the 2018 global crisis in the \$55 billion waste recycling industry
- Screened 480 new applicants and conducted interviews of 150+ students for open Associate positions

Associate Consultant

- Executed product feasibility assessments, technical evaluations, and market entry studies that mitigated corporate strategy roadblocks for multiple clients in the waste management and agricultural technology sectors

kWh Analytics | San Francisco, CA

May 2019-June 2019

Marketing Intern

- Collaborated with COO and CEO to execute launch of the company's inaugural Solar Asset League report by curating content and analyzing 100's of companies in the solar industry to improve understanding of the industry landscape

RESEARCH EXPERIENCE

Sponsored Program for Undergraduate Research (SPUR) | Berkeley, CA

August 2019-December 2019

Undergraduate Researcher, Energy and Environmental Policy Lab (EnLab)

- Analyzed and coded statistical samples from a database of over 2,200 infrastructure projects, using results to build predictive models that will be used to forecast success of future green infrastructure development projects in Latin America

SKILLS AND INTERESTS

Technical: R, STATA, Python (Elementary), Excellence in Excel, PowerPoint, and Google Suite

Interests: Spanish (Beginner), Cooking, Eating, Playing Soccer, Watching Soccer, Breathing Soccer