Michael J. Robinson

Mills Orchard, CA • michael.robinson@mac.com • 530-520-3337

5 MW+ experienced, professional PV system and battery designer. Applications integration for end-to-end solar projects to drive profitability and efficiency. Hands on information systems support for project workflow. Develops user-friendly automation tools to strengthen sales. Communicates effectively at all levels. Expertise includes:

7+ years of Code Compliant Proposals	Project Management	Certified Battery/Storage Designer
Submission Ready Plan Sets	System Sizing	Electricity Usage Analysis

NOTABLE ACHIEVEMENTS

✓ Proven success with 500+ projects and 20+ battery storage systems completed within expected timeframe.

✓ Developed automated tool to analyze 6 months of PG&E data in 15-min intervals to scope size of proposals for residential, commercial and agricultural.

✓ Created "site surveyor" photo tool for tablets and smartphones, integrating Google satellite imagery with drag and drop GPS location labeling for surveying potential projects and on-site management.

PROFESSIONAL PROFILE

PV Designer and Certified Battery Designer/Installer
FOR SEVERAL GENERAL CONTRACTORS (1099 & W-2)   2017 – present

- Produce sales ready, code compliant proposals with detailed financial benefits using Aurora, Helioscope, SolarEdge Designer, Energy Toolbase, PVWatts, SketchUp, AutoCAD as well as SunnyDesign.
- Qualify potential customers' usage, location/shade, service and equipment (including use of DJI drone).
- Review site and CAD electrical drawings, obtain permits and order full range of materials.
- Primary liaison for PG&E and inspectors, including submission and tracking of interconnections.
- Research and produce custom designs for requirements of 100+ authorities having jurisdiction.
- Provide certified battery design and installation on Enphase, LG Chem, Generac and other systems.
- Responsible for commissioning systems, including network installation (remote cell, ethernet, WiFi).
- Set up and provide training for on-line monitoring (SunnyPortal, SolarEdge, Enlighten, Fronius SolarWeb).

Senior Operations Manager, STERLING ADMINISTRATION, Oakland, CA (remote)   2016 – 2017
- Recruited to improve operational systems for financial services startup: Amazing Care Network.
- Troubleshooted pain points, programmed data entry systems, created website & managed vendor relations.

System Designer / Design Manager, UNITED SUN ENERGY, Chico, CA   2013 – 2016
- Produced 100+ code compliant proposals with detailed financial analytics to support sales effort.
- Promoted into management role overseeing team of 3 designers and support staff.
- Evaluated prospects through analysis of usage and current electrical service and equipment.
- Built and monitored inventory management tool with pricing auto-alerts to update proposal workbook tool.
- Reviewed site drawings, CAD schematics, secured permits and ordered supplies.
- Acted as primary liaison for PG&E and inspectors, coordinated initial system start up, and provided customer training in cloud-based monitoring software.
- Monitored project and system performance through web based task management dashboard.
- Planned and designed ProofHub workflow to support business development and project execution.

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IPhone App and Website Developer, INVENTIVE GADGETS/MATTERS, LLC, Mills Orchard, CA

- App Developer: Objective-C programming, user-interface design, coding, testing and deployment to smartphones and tablets (up to iOS 10), including local and cloud data storage.
- Web Developer: Maintain IT systems under Windows 7 and OSX, including remote web sites. Design, coding and testing of e-commerce websites with HTTP, PHP, AJAX, and Java coding, including database integration. Oversee blog, and Google Adwords presence. Source products & develop marketing strategies.

IT Specialist & Securities Representative, WELLS FARGO ADVISORS, Chico, CA

- Recruited as IT specialist for "High Net Worth" financial advisor.
- Designed network, both wired and wireless, proving seamless integration for 2 remote offices.
- Earned Series 7 and 66 licenses within 3 months, traded stocks and performed cash management wires.
- Responsible for trading and annuity purchase compliance activities, resulting in zero SEC errors.
- Collaborated with colleagues to develop method identifying client conversion opportunities within the bank channel, a system that was adopted regionally as best practice.

Equity Partner, IT/Operations, D2P VENTURES, Benicia, CA

- Launched, operated, and divested of B2B start up, achieving an average 55% annual growth rate over first three years; company remains the leader in its market.
- Responsible for IT build and operations of cross-platform, multiple server system for digital graphics and trade show exhibit business.
- Maintained a diverse corporate client base including University of Phoenix, Sybase, Round Table, BART, Valero, Intershop, Lawrence Livermore, Adecco, AAA, Whole Foods, & NHT Speaker Systems.

CERTIFICATIONS, LICENSES & EDUCATION

- NABCEP: PV Design Specialist certification (PVDS) – in progress
- Enphase: Energy Storage Installation and IQ8 – Certified
- LG Chem: Certified Installer (SolarEdge)
- Generac: Certified PWRcell and Air-Cooled Generator Installer
- Sonnen: Certified Eco and Ecolinx Installer
- Outback Power: Off-Grid and On-Grid Tied Certified Battery Designer
- Licensed Drone Pilot: FAA Part 107 – #4280618
- Stanford University: iOS Programming (CS193 - audit)
- Carnegie Mellon University: Objective C Programming (CS 05-499/899 - audit)
- California Licenses: Series 7 and 66 Securities
- Diablo Valley College: General Ed coursework

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TECHNICAL ADDENDUM

PHOTOVOLTAIC DESIGN	**Software**: Aurora, Helioscope, AutoCAD, SolarEdge Designer, Energy Toolbase, PVWatts, EagleView, OnGrid Tool, SunEye Tool, Solmetric Designer
	Rendering: SketchUp for 3D visualizations
	Sizing: SunnyDesign, SolarEdge, Fronius Tool
	BOM Tools: Unirac Ubuilder, Ironridge Designer, Ecofasten
	Portals: SunnyPortal, SolarEdge, Enlighten, Fronius SolarWeb
PROJECT TOOLS	Zoho, Hubspot, Slack, Google Hangout, Skype
MS OFFICE SUITE	Excel (VBA), Powerpoint, Word, Outlook, Sharepoint
DATA / ANALYTICS	Tableau, mySQL, Parse BaaS, Synology DSM 7
ADOBE SUITE +	Acrobat, Photoshop, Illustrator, Visio
INTEGRATION / PLATFORMS	ProofHub Workflow, Dropbox, TCP/IP, FTP, Windows, OSX
LANGUAGES	Objective-C, Swift, Javascript, Node.js, PHP, AJAX, HTML5, Jquery, JSON, HTML, Java
DEVELOPMENT	Xcode, Core Data framework, Core Location, Core Bluetooth/iBeacons, GIT version control
USER-INTERFACE	CSS, Bootstrap, Wordpress, Adobe Dreamweaver, Gantry