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Top Skills

Energy
Electricians
Strategic Planning

Certifications

Procore Certified: Project Manager
(Core Tools)

Publications

New Energy Consulting Services
My Photography
My Photography

Robert (Bobby) Bruce Frank

Academy Energy Group SDVOB, Electrical Products, Pre-Construction Services
Greater New York City Area

Summary

Bobby has more than forty years of extensive experience in the electrical industry, from running full-line electrical distribution businesses for both private and public corporations, to working for manufacturers reps and lighting design businesses, he understands the complexities of the industry. He is committed to providing outstanding service to his clients and teaming partners in a responsible and solution oriented manor.

Bobby is the principle of New Energy Consulting Services for 10 years. During this time Bobby held positions at numerous prestigious companies focusing on business development and operations. He is the former CEO of Liberty Electrical Supply, a division of WESCO distribution. He was with the company for 33 years of Liberty's 75 year history. Liberty Electrical Supply, the leading supplier of electrical products, lighting, lighting controls, electrical distribution systems, elevator products delivered services to the construction, commercial, healthcare, hospitality and real estate industry in the Tri-State Area.

Bobby attended the University of Hartford where he received a Bachelor of Science degree in the Dual Major of Political Science and Sociology. He also completed coursework offered by Harvard Law School in Cambridge, Massachusetts focusing on negotiations. Additionally, he completed the course, "Voice of Leadership" at American Management Association in New York City. He received his Mortgage Originating License at the National Mortgage Licensing System and Registry.

Bobby is deeply devoted to philanthropic and civic involvement. He has held a seat on the Board of Directors for various organizations such as the Jewish Children's Museum, Growth and Development Services, Inc., and Help the Children Breathe, for more than 20 years.

Bobby resides on Long Island with his wife Leslie and is very proud of their children Lindsay and Jonathan, and Adam and Allie and their beautiful baby Emma.

Experience

Academy Energy Group SDVOB

Executive Vice President Of NY Operation

May 2019 - Present (1 year 2 months)

NY, NY

We supply products, application engineering, and product selection for Automation, Power, Lighting, Control, & Renewable/Solar PV. AEG is a Verified Service Disabled Veteran Owned Small Business (SDVOSB) by the Department of Veterans Affairs. Our focus markets include targeted Corporations, Industrials, the Energy Service Companies (ESCOs), Engineering, Procurement and Construction firms (EPC), Design Build firms, General Contractors, Electrical Contractors, and Federal/State Government direct.

Academy Energy Group, LLC

Executive Vice President Of NY Operation at Academy Energy Group SDVOB

May 2019 - Present (1 year 2 months)

New York, New York

New Energy Consulting Services

Chief Executive Officer

April 2009 - Present (11 years 3 months)

New York

New Energy Consulting has emerged as a successful company in the electrical construction industry. We have been hired for strategic planning to develop new divisions for progressive clients looking to grow their core business through diversification. New Energy Consulting does this through introducing new management techniques, new clients and new products to the already existing, successful working business.

My partner Adam and I continue to work with our clients focused on solutions for consumer products, consumer services and logistics. As management consultants, we provide solutions from within a company to grow relationships

with new client and new vender's leading the client to seed and grow new opportunities.

We excel at problem solving. Unlike other management consulting companies who give solutions and expect them to be implemented by others from within an organization, we see and help drive the solution through to completion.

Since 2009 we have had three very successful positions to grow established businesses from within.

New Energy Consulting Co. are experts in business development strategies.

Lighting Management Inc. / Lighting Elysium

Chief Operating Officer

January 2018 - April 2019 (1 year 4 months)

Pomona, New York / NYC

Lighting Management Inc.....

Is a hybrid of Lighting Elysium a (lighting design for fee agency) and Lighting Management Inc. which handles (procurement and distribution).

The Companies have a rich resume predominantly focused on National Accounts. We are specializing in lighting design, lighting and lighting control design/build, budgeting, distribution and logistics of product to the job site. We design around best product, best fit and can purchase and or utilize all companies.

We have satellite offices in Charlotte NC, Miami & Orlando FL., and are currently expanding into California and Canada.

Empire Lighting a Division of Thea&Schoen

CEO

September 2016 - January 2018 (1 year 5 months)

267 5th Ave. N.Y, N.Y 10016 4th fl

Empire Lighting is a Manufactures Representative for Lighting and Lighting Controls. We are focused on Specification, Distributor and Contractor sales for electrical construction engineered Products and Solutions. Our parent company Thea & Schoen has been a Manufactures Representative for electrical products in the Tri-State area since 1930.

Chelsea Lighting NYC

Sr. Vice President

December 2015 - July 2016 (8 months)

Greater New York City Area

Chelsea Lighting is the premier lighting distributor in the greater NYC area. We have multiple divisions including Public Works, New Construction, Fit Out, Residential, Sports Arenas, Design Build, Lighting Controls and Engineering. Chelsea Lighting is known best for its Project Management Service Teams which will follow a job from submittals to punch list.

Chelsea Lighting, Inc.

Director of Business Development

February 2013 - July 2016 (3 years 6 months)

14 Penn Plaza New York N.Y.

Chelsea Lighting is a full service lighting sales house. Proficient in estimating, project management and logistics. Chelsea has a great reputation for offering its clients a full service solution for all their Lighting needs from the factory to the jobsite.

Chelsea Lighting is coming into their twentieth year, we are excited to roll out three new divisions as we strive to stay ahead of a fast paced ever changing construction market place.

Chelsea Controls: This group will focus on Dimming, Controls, Shades and the engineered intergration of them all.

Chelsea Lite: This group will focus on the smaller quick ship service intense lighting jobs.

Chelsea Resi: This group will focus on New Construction Residential and Hospitality projects.

Energy Efficiency and Construction Group, LLC

Principal

May 2009 - August 2014 (5 years 4 months)

National

We are an energy engineering and construction management company. We audit your buildings energy, document the findings, suggest the best products and methods for solutions, therefore saving you money to the bottom line.

Long Island Electrical Distributing a division of UEP

Executive Vice President

March 2011 - February 2013 (2 years)

Garden City NY

United Electric power is made up of six divisions. The divisions fall into the following categories, wholesale distribution of electrical supplies, custom switchgear, motor controls, steel fabrication, electric pump manufacturing, motors and pump repair service, and system-automation.

The companies are currently servicing the industrial, commercial and construction industries on the east coast of the USA.

I have attached our line card and the websites of our parent company UEP , our pump manufacturer Power Flo, and Long Island Electrical Distributing for your review.

<http://www.unitedelectricpower.com>

<http://lielectrical.com/>

<http://www.powerflopumps.com/>

New Source Energy Group

Principal

January 2009 - May 2012 (3 years 5 months)

Provide energy engineering studies for commercial and multi-family properties nationwide.

Implementing solutions for findings based on engineering reports.

The Mortgage Mall Inc.

Vice President

April 2009 - February 2011 (1 year 11 months)

We are a full service Mortgage Brokerage Firm, affiliated with an array of financial institutions. We service the residential as well as the commercial markets. We are small private company geared to guiding our clients through the loan process with the most professional expedited service.

Liberty Electrical Supply / A Division Of WESCO DIST.

CEO

May 1999 - April 2009 (10 years)

I was involved with the growth of the business through managing operations including sales, purchasing, negotiating, problem solving, hiring, new product introduction, logistics and mergers and acquisitions.

Liberty Electrical Supply division WESCO Distribution

Chief Executive Officer

May 1999 - April 2009 (10 years)

New York Tri State Area

Responsible for company management and growth of revenues, through increased sales and market share.

Created Major Projects Division to quote and manage projects where large volumes of switch gear and lighting equipment were sold.

Created a new division of Liberty Electrical & Elevator Supply that provides components, cable and other products to elevator contractors locally and nationally in 2003.

Negotiated a partnership with James Monroe Wire and Cable Supply that produce traveling and hoist away cable.

Established a Cogeneration Division that targeted companies including Con Edison, KeySpan, PSE&G, Capstone, Blue Point and Hess Corporation.

Initiated a national deal between WESCO and EMCOR Group, a national electrical/mechanical contractor.

Introduced WESCO Chicago to GE Capital Project being handled by Gibson Electric an EMCOR Company.

Personally introduced WESCO Delaware to Bank One data backup center.

Liberty Electrical Supply

Executive Vice President Of Sales

January 1984 - January 1998 (14 years 1 month)

Managed the daily operations of the company including personnel, sales, collections, purchasing, inventory, multi-vehicle fleet, operations.

Provided impeccable, reliable service to electrical contracting and real estate industries in the tri-state, metro New York area.

Developed lifelong relationships with property owners, managers, general contractors, manufacturers and specifying engineering.

Addressed insurance, legal, real estate and union issues.

Responsible for paying vendors, checking invoices, setting terms, rebates, co-op dollars.

Exhibited products at local and national trade shows for the real estate and maintenance industries.

SEE MAJOR PROJECTS @ www.Robertbrucefrank.com

Liberty Electrical Supply Inc.

Employee

June 1979 - January 1984 (4 years 8 months)

Focused on growth of our family company through service and reliability

Education

Procore

Project Manager Core Tools · (2019 - 2019)

The Horological Society of New York

Watchmaking 101-103 · (2018 - 2018)

American Management Association

The Voice Of Leadership · (2013 - 2013)

NYSERDA

Certificates Of Completion, Commercial Lighting Programs · (2012 - 2012)

NMLS, Nationwide Licensing System

License, Mortgage Origination License · (2009 - 2010)