

Overview

A cross-functional operations executive with 25 years of leadership at the nexus of hardware manufacturing, green buildings and infrastructure, policy and public affairs, and clean energy deployment. Proven track record of de-risking international market entries, hardware product management, scaling sales engineering pipelines, and translating technical concepts for policymakers and the public. A high-EQ team builder adept at anchoring internal operations and aligning multi-stakeholder partnerships to drive measurable environmental impacts.

See also: [Communications Portfolio](#)

Experience

PowerStack USA – Austin, TX ([link](#))

2022 – Present

Chief Operating Officer

- Lead the US division of a young and growing off-grid solar technology manufacturing start-up, serving as the primary US decision-maker for the US company and chief liaison to the Sydney-based CEO, board, and sister company.
- Direct a US-based team of 3-8 employees and nearly 20 outside sales teams earning \$500k - \$1.5M in annual revenue of hardware and services, with support of overseas investors during early growth years.
- Shepherded the company through its shift away from founder-led operational execution to de-risking the company through self-sustaining systems, processes, and technology management.
- Spearhead sales channel development and management for lighting and smart cities with 5+ technology partners and 10+ distribution partners.
- Cultivate sales team development, training, and processes resulting in a qualified \$6M pipeline (as of June 2026), including nearly \$500k of independently led deals.
- Develop and execute processes for excellence in operations, manufacturing, sales, sales engineering, and marketing.
- Manage contracts for new and existing partners, including resolving disputes and partner realignment.
- Serve as a critical support to the regional and global sales team through sales engineering, customer service, product training, CRM management, BOM verification, and sales partner development.
- Provide reliable support to the global production team through inventory management, supply chain logistics, ERP, safety management, product design, engineering oversight, quality control, and compliance.
- Established foundational corporate governance, risk management frameworks, and financial reporting compliance metrics to stabilize US operations for smooth operations and long-term scalability.

PlanetSigmon, LLC – New York, NY and Austin, TX ([link](#))

2020 – Present

Principal

- Generated a portfolio of sustainability consulting work, partnered with cities, NGOs, and private enterprise.
- Spearheaded projects on topics including: water management; city policy for buildings to slash energy, carbon, and water consumption; resilient city infrastructure; post-pandemic building re-entry; and bringing green building technologies to market.
- Clients include: Salesforce, City of San Francisco, American Cities Climate Challenge, Int'l Code Council, and CRE firms.
- Support nonprofit organizations and causes through pro-bono initiatives and board participation.
- Paid work has largely been executed through partnership since 2023, focusing on the geopolitical economy.

Etopia USA, Inc. – New York, NY and Austin, TX ([link](#))

2021 – 2022

CEO and Treasurer

- Appointed by London-based board as USA co-founder and CEO after six months of consulting for the UK business.
- Developed forward-looking strategy, operational work plan, and core business systems for an innovative UK technology and homebuilding company working to mainstream smart, quality, high-performance homes.
- Managed \$500k budget invested in new market development, leveraging networks, consulting support, and hard work to develop initial brand visibility and test waters for US market entry.
- Crafted original pilot project proposals and prospective project pipeline for board consideration and investment.
- Convened and led a design-build team in developing a high-efficiency home in New York during exceptional Covid uncertainties, earning a national award from the U.S. Department of Energy, now housing a veteran family.
- Left the post to ensure adequate funding was available to complete the pilot project, supporting the construction and completion of the pilot in a part-time volunteer capacity over the next 12 months.

U.S. Green Building Council – Washington, DC ([link](#))

2007 – 2018

Director, Technical Policy

2012 – 2018

- Convened experts, navigated politics, and crafted campaigns and policy for energy- and water-resilient buildings and infrastructure across a national network of professional members, companies, elected officials, and partners.
- Served as key member of USGBC's crisis communications team with lawmakers, partners, and the media.
- Managed 2 employees, 3 standing consulting teams, 50+ regional volunteer groups, and research fellows/interns.

- Advocacy results included many coalition victories across nearly all 50 states and dozens of cities, collectively paving the way for more sustainable buildings and infrastructure in state and local laws and government programs.
- Balanced advocacy and policy portfolio across topics including: resilience (heat, floods, drought), energy and water efficiency, and the intersection of the built environment with public health.
- Co-led national events with elected officials and experts at the top of their fields, including: Resilient Cities Summit (4 years), WaterBuild summit at Greenbuild (3 years), Green Regs & Ham policy breakfast (3 years), among others.
- Authored 80+ blogs, published research papers and magazine articles, and served as a technical speaker or organizational ambassador, including several keynote addresses (see [Communications Portfolio](#)).

Manager, State Policy + Building Codes

2008 – 2012

- Developed and managed USGBC's strategy and work on building codes and standards, including technical research, writing, standards development, and testimony.
- Organized and led a major national summit in San Francisco ("The Green Codes Summit") winning \$30,000 in sponsorship revenue.

Coordinator, Advocacy + Board of Directors

2007 – 2008

- Supported both the public policy team and the CEO's work with the board of directors during a time of significant organizational change and political opportunity.

AltPower, Inc. – New York, NY ([link](#))

2001 – 2006

Project Manager

2004 – 2006

- Served the company in its largest-ever installations as the head of project implementation and field operations.
- Supervised planning and installation of 1.5 MW of PV projects, enough to power 400 homes, learning to manage budgets, sales, personnel and problem resolution (see [Clean Energy Portfolio](#)).

Project Associate

Summers 2001 – 2003

- Supported sales engineering, solar + wind energy installations (incl. grid-tied and off-grid), and office management.

French Education Ministry – Matoury, French Guiana ([link](#))

2004 – 2005

English Instructor

- Designed and taught English language course to 300+ primary school students in these South American backwaters.

Service

USGBC Texas – Board of [Central TX Region](#), co-chairing advocacy, leading walking/paddling tours (2022 – present)

PropTech in Austin, TX – LMC on Technology member ([ULI Austin](#)); co-led the [PropTech House](#) at SXSW (2023 – 2025)

Emerald Cities Collaborative ([link](#)) – Board member; Org promotes sustainable, just, inclusive cities (2016 – present)

Universal Basic Right to Water – Developed [policy brief](#) and advocacy for [Recode](#) and [We the People of Detroit](#) (2020)

St Edmund Hall, Oxford ([link](#)) – Founding chair of Environ. Work Group (2019); North America board (2022 – 2025)

Technical Advisories – Guidance on water systems for [ANCR](#) and [IAPMO](#); on healthy homes for [IWBI](#) (2020 – 2022)

Bristol 2 Beijing ([link](#)) – Advisor to a campaign for a thriving life in the face of cancer and adversity (2019 – 2022)

Community Hero Award ([link](#)) – DC Scottish Rite's annual award for neighborhood leadership and advocacy (2013)

Rebuilding post-disaster – Léogâne, Haïti ([2012](#)); Pearlinton, MS ([2007](#)); D'Iberville, MS ([2006](#)) ('06, '07, '12)

Education

University of Oxford School of Geography & Environment – Oxford, UK ([link](#))

MSc in Water Science, Policy, and Management with St Edmund Hall (see [thesis summary](#))

Result: Distinction

Harvard Manage Mentor® – Washington, DC ([link](#))

Completed 12 Harvard online courses on business and team management

Result: Certificate

Washington University in St. Louis – St. Louis, MO ([link](#))

Bachelor of Arts in political science, French minor; including 6 months in Toulouse, France

Result: 3.45 / 4.0

Credentials

LEED AP - Building Design + Construction – U.S. Green Building Council ([link](#))

2009 - present

Certified Site Supervisor - Energy & Environmental Building Alliance ([link](#))

2020