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Experience:

Invensys Energy Solutions

Account Executive

June 2002 – Present

- New Business Development – Responsible for the market development of firm’s new cogeneration product offering, as well as, developing initial review analysis of project viability. Market development includes, presenting offerings to executives of prospective clients, developing formal technical proposals for prospective plants and conducting contract negotiations. Project viability reviews involve collecting facility energy data, facility tours for site selection, modeling of energy data to determine potential economic viability and review of data with system engineers to determine initial project parameters.
- Program Development – Provide recommendations to management with regards to the development of the cogeneration offering. This includes review of market trends and needs, review of technical requirements of systems being offered and the development of a formal marketing strategy.

KeySpan Business Solutions

Business Development Executive

Jan. 2001 – April 2002

- New Business Development - Responsible for development of new business for this leading energy engineering and architectural firm. Services offered include Site, Civil, Electrical and Mechanical Engineering, Contracting, Project Management and Energy Commodity Sales. Responsibilities included research of potential markets and development of marketing/sales materials.
- Proposal Presentation – Worked with Development and Engineering staffs to develop engineering and design presentations, presented proposals to customers.
- Project Oversight - Oversaw projects from initial sales call to and through design and development stages. Coordinated activities of Development and Engineering staffs. Served as “point of contact” for customer.

Luthin Associates, Inc.

Director of Strategy Development

2000 - 2001

- Developed, with Principal, electric and natural gas purchasing strategies for firm’s clients.
- Negotiated contract terms with vendors for clients.
- Began development work on pricing model of electric market in New York State. Intended to assist in the analysis of both purchasing and demand side management strategies recommended for firm’s clients.
- Assisted in the development of strategies used in representing the interests of the firm’s clients during NY ISO Management Committee meetings.

- Assisted in the development of various applications for NYPA power for non-profit clients - Power For Jobs program.

Metropolitan Life Insurance Company 1994 - 2000

Corporate Property Management
Project Manager, Energy Management

- Successfully implemented individual Energy Management Programs for MetLife's office, retail and residential investment properties that yielded over \$5,000,000 in savings.
- Effectively negotiated electric and natural gas purchasing contracts for energy budget of over \$60 million with projected savings of over \$6,000,000.
- Full responsibility for two major mechanical infrastructure retrofits (chiller plant and BAS) which resulted in over \$2,000,000 in annual energy savings, as well as, over \$1,200,000 in utility rebates/incentives.
- Successfully negotiated rate and service concessions with utilities that generated over \$1,000,000 in savings.
- Provided direction to local property management firms on policy and procedure compliance, as well as, general day-to-day operations.
- Supervised the analysis of building systems, utility rate schedules and utility invoices.

ACC Corporation 1992 - 1994

Professional Services Division
Utility Services Consultant

- Created and implemented Energy Analysis Program used to reduce client energy costs by over \$2,000,000 through the analysis of electric, natural gas and petroleum costs.
- Responsible for training sales staff, conducting sales presentations, analyzing client energy profiles and overseeing the development of computerized billing applications.
- Assisted in the design and development of marketing plans and related material.

National Utility Service, Inc. 1983 - 1992

Energy Analyst

- Worked directly with approximately 150 corporate clients to save over \$15,000,000 by analyzing utility invoice and contract data identifying such issues as incorrect rate applications, overcharges, poor bidding practices and, inappropriate terms and conditions.
- Interpreted utility tariffs, established proper bidding procedures.

Saint Peters Church, The Common 1979 - 1982

Program Director

- Progressed from Assistant Director to Director. Responsible for supervision of theatrical and cultural activities, along with, supporting Board of Directors in management duties such as development of organizational policies.

Roundabout Theatre Company 1976 - 1979

Assistant to the Producers

- Progressed from entry-level administrative position to work directly with producers in developing direct mail and fund raising campaigns.

Education:

BBA, magna cum laude, Marketing Management, 1976
Bernard M. Baruch College, City University of New York

Certified Energy Procurement Professional, 1998
Certified Energy Manager, 1995
Association of Energy Engineers

Affiliations:

Association of Energy Engineers

References Available Upon Request