

# Andrew M Streit

## Director of Business Development

419 Malton Court  
Lexington SC 29072

[andrewstreit@gmail.com](mailto:andrewstreit@gmail.com)  
803 665 6688

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### SUMMARY OF QUALIFICATIONS

- Grew company sales from \$600k in 2011 to \$20,000,000.
- 150+ MW developed and contracted both military and commercial
- Cultivated relationship leading to portfolio of nineteen stores with one of world's largest retailers
- Sourced \$20m of private equity, sponsor capital and debt for range of projects
- Trained and managed new sales and operations staff
- Service before, during and beyond commissioning and O&M.
- Experience in Federal RFP estimating and proposals
- Developed strategic partnership with three utilities to bring multiple projects to fruition
- Experienced in complex system design and installation for solar industry
- Strong understanding of market dynamics, federal and state incentives, system requirements, string sizing and AC/DC requirements, load calculations and client desires
- Cost containment, Debt/equity financing, Strategic planning and Corporate messaging
- Ability to coordinate the efforts of many to meet organizational goals
- Project management experience in over 25MW of projects
- OSHA 500hr, competent person, NABCEP Intro, Safety plan manager
- Expert in MS office, Smartsheet, PV-watts, Procore, Energy Toolbase, Helioscope, Also Energy, Solaredge e-networking and proficient in web design

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### PROFESSIONAL EXPERIENCE

- Founder, Solar Business Alliance SC 2010
- *"The legislative, educational and business promotion of adoption of safe, clean, domestic energy sources."*
- Former Board member, South Carolina Solar Council
- Former Board Member, South Carolina Small Business Chamber
- **NABCEP** certified PV 2009
- Duke DER advisory Council SC 2018
- SCE&G advisory Council SC 2018
- Executive management training program
- NC State PV certified 2009
- 2010 Solar volunteer of the Year
- Licensed residential builder
- OSHA 500hr safety training
- Built first SC network of energy professionals to build solar industry 92 current members
- First speaker on SC Senate hearing on RPS

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### EMPLOYMENT HISTORY

#### Power Factor LLC

2018-

*Director of Business Development*

- Develop new web presence focusing on commercial PV sales
- Structure company to compete in utility and large commercial PV market
- Develop, design, procure, project manage over 30MW of projects
- Target customer retention and project development processes

**SolBright Renewable Energy****2012-2018***Director of Project Management-2014 Director of Business Development*

- EPC of Canopy, ground and Rooftop Photovoltaic Systems
- Develop long-term relationships with MACON, MATOC, USACE, NAVFAC, USAF MILCON to deliver seamless, turnkey, cost managed, UFC compliant, superior quality RE systems
- Review AE plans, MEP plans and vendor shop drawings to maximize efficiency and aesthetics
- Manage UFC compliant Submittals, RFP responses, RFI requests
- Project manage Military projects on 7 bases across 4 states
- Coordinate multiple trades to execute on 1.6MW of contracted projects
- Developed Database repository for upstream value management and project tracking
- OSHA Safety compliance and coordination
- Estimating, permitting, ISA, ROI, Procurement, Design, Contract, Deliver.
- Coordinated Hub zone employee hiring and training
- Develop new capital preservation tools and programs to maximize fixed cost reductions

**Ontility****2011-2012***Business Development Manager*

- Sales and design of PV and thermal system components
- Identified and recruited 175 EPC's and integrators for Ontility's growing network of Solar partners
- Signed first PM deal for internal partner Solar Community
- Developed, managed, supervised and completed a 168kw multi-site PV array in record time.
- Built relationships with National Vendors to create stronger value chain
- Utilized new CRM and integrated Real time inventory management software
- Handled first international sale for Ontility
- Created new business opportunity thru strategic partnership with super regional engineering firm

**Sunstore Solar****2009-2011***Sales Manager*

- Lead in training and education workshops, B2B relationships, tax advice and system design
- Created winning grant solicitation for large non-profit
- Co-wrote feasibility study for first structured PPA in SC
- Public speaker on state and national energy policy
- Member of ASES, EDF, SEIA

**Argand Energy Solutions****2007-2009***Vice President of Solar Business Development,*

- Designed solar thermal and PV systems
- Installed all solar thermal systems first year
- No.1 in Sales, presented on Solar, trained employees

**Prestige Contracting****2002-2007***Owner*

- Specialized in starter home renovations and
- historic Preservation and renovation

**Computer Sciences Corporation**

**1998-2002**

*Business Analyst*

- Lead Analyst for two clients both using new client server web interfaced software platform
- w/ AS400 back office processing
- Awarded employee recognition awards and promoted 2 times.

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**EDUCATION**

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**BA, English/minor Economics, 1996**

*University of Georgia, Athens*

**Computer Science certificate 1997**

*COBOL, Network/LAN/PC*

*Dekalb Technical College*