



Lusenii Watson

Director of Solar Development
Americas Energy Services

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Program Management
Electric Utilities Consultancy
Clean / Renewable Energy
Business Analysis
Policy Development
Service Optimization
Change Management
Cross-Team Collaboration
Motivational Leadership

Technically sophisticated Project Manager, with proven success in the energy sector, including expertise in the fields of electric utilities and management consultancy.

Skilled in leading the end-to-end lifecycle across a demanding project portfolio, inclusive of scheduling, budgeting, communications and project execution.

Analytical and methodical by nature, with the ability to resolve complex issues and enhance existing services to ensure continual improvement.

Builds positive relationships with clients and key stakeholders, ensuring a full understanding of requirements and delivery of tailored solutions.

Accomplished communicator, skilled in building and strengthening relationships across functions to drive cohesive, strategic operations.

PROFESSIONAL EXPERIENCE

AMERICAS ENERGY SERVICES — Oshkosh, WI

7/2018 - present

Director of Solar Development

Business Development of Solar Energy services. Provide strategic advisory and research services.

CITY OF ATLANTA SUSTAINABILITY DEPARTMENT — Atlanta, GA

1/2017 - 7/2017

SolSmart Advisor - The Solar Foundation, Department of Energy (6-month contract)

Directly supported the organization to achieve solar goals and reduce costs in compliance with SolSmart criteria. Dealt with all aspects of solar permitting / inspections, planning, zoning, construction codes and solar rights. Engaged fully with technical teams and the community, including leadership of program outreach sessions across Atlanta. Monitored key metrics to ensure the achievement of all project milestones. Oversaw market development and finance activities.

- Played a lead role in the organization securing SolSmart Gold Designation within three months of the contract.
- Exceeded expectations by proactively supporting DeKalb, Savannah and Athens Clarke counties to achieve SolSmart Bronze status.

- Delivered accurate cost analysis on solar energy utilized in the development of a new City of Atlanta facility.
- Commended by the Solsmart Program Manager for exceptional performance in role.

GEORGIA POWER COMPANY — Atlanta / Austell, GA

2010 - 2016

Senior Renewable Development Project Manager, (8/2013 - 8/2016)

Directed the end-to-end delivery of a portfolio of advanced solar initiatives across the Georgia region. Exercised robust budget management and control. Worked closely with corporate / regional cross-functional teams, solar developers, clients and key stakeholders. Provided leadership, training and support to the project team. Applied vast energy supply expertise to conduct site testing activities and effectively manage third party supplier relationships. Delivered projects by deadline and within budgetary requirements by coordinating communication, scheduling, and project execution.

- Promoted following only six months in post and successfully delivered over 60 projects during tenure.
- Played a key role in the design and development of program policy guidelines and interconnection agreements.
- Optimized existing systems / processes, including the development of a new site evaluation process that greatly improved project delivery.

Distribution Area Engineer, (12/2010 - 8/2013)

Managed daily field engineering works, including overhead / underground works as well as outage management, switching and reliability testing. Led complex energy change programs from inception to completion. Collaborated with customer service, account management, area sales and construction teams to ensure outstanding levels of client service.

- Project Lead for a large-scale, recloser change program impacting over 100 units, involving the expert planning, management and control of major equipment changes across four operating headquarters in the region.
- Commended by numerous external clients for customer-centric attitude and professionalism.
- Boosted staff morale and achieved workforce development goals as Chair of the Employee Action Council.
- Core member of the Region Safety Committee; promoting safety and achieving zero HSE incidents across the region.

SOUTHERN COMPANY NATIONAL ACCOUNTS — Atlanta, GA

2008 - 2010

Marketing Analyst

Compiled accurate rate analyses, detailed client presentations / proposals and resolved enquiries for major energy providers, including Georgia Power, Alabama Power, Mississippi Power and Gulf Power. Conducted industry research, evaluated findings and delivered presentations at regular senior management meetings.

- Established a highly effective B2B process with Georgia Power that compiled pricing / rates and reduced rate analysis time by 50%.

- Volunteered as Budget Manager and ensured robust expenses management, with success in the department achieving within 3% of year-end projections.
- Won a Top Performer Award following excellent performance as Marketing Analyst.

SOUTHERN COMPANY IT — Atlanta, GA

1999 - 2008

Software Developer

Accountable for the design, development and administration of software applications utilized by distribution BU's across Georgia Power, Alabama Power, Mississippi Power and Gulf Power. Provided comprehensive technical support and acted as an interface on complex IT issues for both clients and vendors. Project managed software updates / deployments on time, in budget and to exacting specifications.

- Selected as a core member of the project team tasked with revising and implementing controls to ensure Sarbanes-Oxley (SOX) compliance for key financial applications as part of a one-year project.
- Awarded a top performer accolade in recognition of strong technical, project leadership and customer care skills.

EDUCATION AND CERTIFICATIONS

MASTER OF BUSINESS ADMINISTRATION, Shorter University, Atlanta, GA (2010)

BSc. ENGINEERING - Concentration in Electrical Engineering, Clark Atlanta University, Atlanta, GA (1999)

Certifications

Leadership Dimension Training | Leadership Douglas Training Program
Certified Energy Manager - Association of Energy Engineers

Memberships & Affiliations

Member of the Douglas County Chambers of Commerce, 2015 - Present
Chairman of the Go Build Douglas Committee, 2015 - 2016
Member of the Metro West Region Employee Action Council, 2011 - 2012

LEADERSHIP ACTIVITIES

Founder / Executive Director, FirstWorks Soccer Inc, Atlanta, 2016 – Present
Established a non-profit providing soccer programs and state referee certification / placements to inner-city youths.

Selected by Atlanta United as the first Major League Soccer 2017 Community MVP.