

Thomas Hand

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA
Master of Business Administration 2012 – 2014

MIDDLEBURY COLLEGE Middlebury, VT
Bachelor of Arts, Economics 2002 – 2006
 • Middlebury Public Service Leadership Award Recipient

BURR & BURTON ACADEMY Manchester, VT
Bachelor of Arts, Economics 1997 – 2001

Experience

MHG Solar LLC, Founder Manchester, VT
2018 – Present

- Sourced, negotiated, developed 8,000 kW of solar projects in Vermont

BATTENKILL RENEWABLES, LLC San Francisco, CA
Manager 2017 – 2019
 • Provides renewable energy acquisition, financial structuring and asset management services to a \$1B+ impact investing fund

SUNEDISON, INC San Francisco, CA
Senior Manager, Sales October 2014 – April 2016
 • Responsible for identifying new PV markets in the Western US and creating contracted projects
 • Built a 500MW pipeline of customers in California, Minnesota and Texas
 • Sourced, negotiated and signed 165MW of PPAs representing more than \$325M of revenue

NEST LABS Palo Alto, CA
Intern (Summer: Sales; Sept.-April: Technology team) June 2013 – April 2014
 • Developed Nest's go-to-market strategy for demand response
 • Led data collection within the algorithms team for new energy efficiency product

HAND ENERGY SERVICES, INC Manchester, VT
Founder & Owner 2008 – 2012
 • Provided efficiency services for over 300 residential, commercial, municipal and educational institutions including Orvis; J.K. Adams; Towns of Dorset, Londonderry and Manchester; Williams, Middlebury and Bennington Colleges
 • Managed and trained two home retrofit crews
 • Implemented "Deep Energy Retrofits" for 2 buildings, achieving 80% thermal energy savings

ENERNOC, INC San Francisco, CA
Associate Program Manager, Energy Efficiency 2010 – 2011
 • Managed five data-driven energy efficiency programs and four traditional commercial retro-commissioning programs for large utilities (SCE, ComEd, DCEO, NSTAR, and National Grid)
 • Developed and implemented internal trainings to ensure program knowledge within sales team

NATIVEENERGY Burlington, VT
Business Development Manager 2006 – 2008
 • Sourced cleantech projects in Western U.S. and Alaska, including recruiting, signing, conducting baseline calculations and preparing carbon offset projects for certification and verification