

James M. Robinson

(972) 571-9097 • Jrobinson@stratasolar.com • linkedin.com/in/jmrob

PROFESSIONAL EXPERIENCE**Strata Solar***Energy Storage Project Development Manager***New York, NY***Oct. 2019 – Present*

- Manage development of energy storage projects including land acquisition, permitting, interconnection, and contract negotiation
- Development portfolio includes 5 – 20 MW projects in ISO-NE and NYISO
- Act as representative of project development team throughout energy storage M&A transactions
- Participate in energy storage regulatory proceedings at NYISO and ISO-NE

GI Energy US*Associate Director/Director, Development***New York, NY***Apr. 2017 – Oct. 2019*

- Lead GI Energy's utility-facing project development across United States
- Act as GI Energy's energy storage subject-matter expert across all customer segments (C&I, Universities, Real Estate Developers)
- Managed GI Energy's REV demonstration project for Con Edison through contractual close; project involves front-of-the-meter installation of four 1 MW/1MWh lithium-ion energy storage systems at customer sites throughout Con Edison territory
- Create and pitch business models for front-of-the-meter and behind-the-meter energy storage projects, focusing on NYISO and ISO-NE territories
- Lead partnership efforts between GI Energy and relevant technology energy storage suppliers and integrators

GI Energy US*Analyst/Senior Analyst***New York, NY***Jan. 2015 – Apr. 2017*

- Led development and presentation of GI Energy's submission to Con Edison's innovative energy storage business model RFI – one of three selected from 47 submissions
- Developed business models for distributed generation projects in utility territories across the country, focusing on Con Edison territory in New York City

Entex Technologies, Inc.*Senior Applications Engineer/Project Engineer***Chapel Hill, NC***Oct. 2011 – Jan. 2014*

- Managed wastewater treatment plant upgrades from purchase order through startup phases using Microsoft Project. Included international projects in countries such as Mexico and Canada

U.S. Environmental Protection Agency*Environmental Engineer***Durham, NC***Jul. 2010 – Oct. 2011*

- Worked with team of five scientists to research amino acids in aerosol particles. Research resulted in several publications in peer-reviewed journals

EDUCATION**Columbia University***M.Sc. in Sustainability Management. GPA: 3.9***New York, NY***2015*

- **Relevant Coursework:** Cost Benefit Analysis. Statistics. Operations Strategy. Sustainability Metrics. Energy Markets
- **Extracurricular Experiences:** Team Leader: Hult Prize @ Columbia winners – advanced to semi-final round in Boston. Founding Member: EVPlus – one of nine teams selected to participate in incubator program at Columbia Business School (over 50 teams applied). Vice President of Finance: Sustainability Management Net Impact Chapter. Teaching Asst: Economic/Financial Methods for Sust. Development

Johns Hopkins University*M.Sc. Eng. in Environmental Process Engineering. GPA: 3.7***Baltimore, MD***2010*

- **Teaching/Leadership Positions:** Teaching Assistant: Introduction to Water and Wastewater Treatment
- B.Sc. in Chemical Engineering. Minor in Entrepreneurship and Management. GPA: 3.2* *2009*