

# SEAN PURDY

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## STRATEGIC BUSINESS DEVELOPMENT EXECUTIVE

**Collaborative Relationship Development " Solution Oriented Leadership " Strategic Planning Entrepreneur " Management " On-Demand Problem Solver " Cross Functional Communicator**

Consultative professional focused on implementing new technologies into emerging markets where needed. Collaborative business development enhanced through strategic coordination of resources, fiscal responsibility, cross-functional communication, adaptable strategic thinking, and meticulous attention to business partner relationships. Proven top performer due to a solution oriented leadership approach, the ability to influence change, with strong analytic skills. Entrepreneurial by nature with the natural ability to build rapport at all levels.

## PROFESSIONAL EXPERIENCE

### SRC GLOBAL, LLC

#### EXECUTIVE VICE PRESIDENT

1/2018-2021

- Managing Member/Owner THP Holdings, LLC
- Managing Member/Owner Everett Jones, LLC
- Region Director ESI
- Vice President/Owner DGP Power, LLC
- Vice President/Owner Penn Wind, LLC
- Vice President/Owner East Peak Solar, LLC
- Holds 2 Technology and Design Patents
- Fund Raising for 2 Start Ups Onvector/ECORE
- Successful commercial project development completion of 683 Mw solar facility in northern Texas
- Successfully leased and developed over 50,000 acres for wind and solar facilities for private funding firms across the United States
- Expert in finding suitable sites for energy development and handling all development services from start to finish.
- 16 years' experience in commercial solar and wind development
- 15 years' experience with PJM

· 3 years' experience with ERCOT

**MANAGING MEMBER**  
**EXECUTIVE SALES REPRESENTATIVE**

1/2015-Present

*EVERETT JONES, LLC*

Generate and maintain all sales activity via contract negotiations with future clients. Reports directly to the board members for quarterly reporting and contract sales review. Initially activated global contacts to launch consulting platform in various markets. Maintains all executive level communications and client introductions to increase sales growth for a dual benefit to each client.

**Accomplishments:**

· Executed JDA with Blue Planet Funding Acquisition Series 17 to develop a 683 Mw solar site in Deaf Smith County, Texas. Successful capital raise of over \$1m from a private investor to perform and execute all development tasks from start to finish. Project is at NTP with an expected development revenue of \$13MM plus. Project contract completed and fulfilled on time and under budget. Expected financial close q4 2021

· Executed Sales consulting agreement with ECORE Systems which is an AI based algorithm that reduces chiller energy usage by up to 30%. Initial product launch in the U.S.A. and executed 3 partnerships to scale the company into all commercial markets. Responsible for taking the company from 17 commercial clients to 600.

· Executed Sales consulting agreement with Onvector Systems. Initial product launch in the U.S.A. for a plasma based vortex water treatment system. Responsible for commercial funding raise of 4.5M.

· Executed Channel Partnership agreement with Incite Energy. Responsible for growing 3<sup>rd</sup> party power clients through a brokerage service. Currently generated \$20,000.00 in yearly commissions.

· Executed Sales consulting agreement with Momentum Capital Funding. Responsible for locating clients that need accounts receivable financing. Currently presented over \$100M for funding consideration.

· Executed Sales consulting agreement with Edison Energy. Responsible for locating industrial wind farm developments for acquisition. Everett Jones, LLC currently has \$200M in assets under acquisition review.

**REGIONAL DIRECTOR**  
**SENIOR ENERGY CONSULTANT**

5/2013-6/2014

*ESI - ENERGY SYSTEM & INSTALLATION, Inc. - Jonestown, PA*

Maintain \$4M yearly sales quota through energy efficiency product lines. Oversees team of 4 salesman

with additional management responsibilities for tracking sales and reporting. Reports directly to VP and

when called upon present directly to the CEO. Responsible for Strategic Partnerships to enhance company growth nationally and facilitating educational and growth initiatives during weekly sales calls and sales training.

**Accomplishments:**

- Executed Strategic Alliance Partnership with T-Ross Construction to implement solar, lighting and energy efficiency measures for their client rolodex.
- Executed Strategic Alliance Partnership with Gannett Fleming, one of the largest Engineering Firms in the U.S.A.
- Managed and trained a sales team of 4 in NY-OH-PA-MD
- Meet or exceed yearly quota of \$4M
- Solutions and Problem solving for internal and external contract work and forms for energy evaluation

**VICE PRESIDENT, CO-OWNER**

9/2005-4/2013

*PENN WIND & EAST PEAK SOLAR – Sunbury, PA*

Founder and Co-Owner of renewable energy firm focused on industrial wind development projects.

Managed the installation of all meteorological towers for each project site, attended all Township meetings and County meetings for project permitting and land development. Facilitated sales development of all team members and education on energy market.

**Accomplishments:**

- 30,000 acres of land leased in under 2 years.
- 300 Mw's Wind Power Pipeline for Texas, New York and Pennsylvania
- Negotiated all contracts and lease agreements for property owners
- 100 Mw's Solar Power Pipeline initially achieved

**SENIOR SALES ADVISOR**

8/2003-4/2005

*EVENLINK, LLC – Sunbury, PA*

Responsible for growing commercial internet sales in PA. Implemented reseller program for local

business's to sell internet access direct to their clients. Handled all day to day contracts and negotiations along with client meetings and future partnerships. Initial resale of point to point wireless internet service in the Susquehanna Valley.

**Accomplishments:**

- Launched Master Reseller Program
- Executed initial sales and marketing program for point to point wireless internet sales

## **ADDITIONAL PROFESSIONAL HIGHLIGHTS:**

### *- INVENTIONS:*

**Callbot App - Phone Application Development.** Successfully developed phone application that allows one person to send a personal voice message to up to 200 contacts at one time in fewer than 30 seconds; capable of tracking data and offers real-time analytics on each call delivery and status.

Successful iOS iPhone platform launched. Currently developing Android platform. Ongoing project.

**Screwdriver Prototype.** Screwdriver would only use ½ the torque needed over conventional screwdrivers by utilizing more of the thumb than the center of the hand. Project is still ongoing.

**Engine Development.** Successful prototype for an air craft grade aluminum alloy that would allow placement and locking mechanisms for magnets. Project goal is to generate electricity from the tire of any vehicle; hurdle is the more energy created the more friction we added to the system. Project is still ongoing.

### *- CAPITAL RAISE:*

**Audio Ops, LLC**, a phone application for mass communications. This product was developed successfully in 2012 and submitted for patent. Audio Ops, LLC was 1 of 17 new tech ideas that was submitted to the United States Air Force for acquisition. Original War Games scenario estimated annual saving of \$77M by implementing the phone technology into their current network. Project is still ongoing.

**H2Go, LLC**, to assist hydrogen invention to complete and finalize product development and implement hydrogen system into a spark ignition turbo diesel engine. Project is still ongoing.

## **EDUCATION**

The Pennsylvania State University – Hazleton Campus & University Park Campus

**Arts & Architecture Major** – Completed 3 years