



Ruthanne Fuller
Mayor

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July 5, 2022

Honorable City Council
Newton City Hall
1000 Commonwealth Avenue
Newton, MA 02459

RECEIVED
2022 JUL -5 AM 10:17
CITY CLERK
NEWTON, MA. 02459

To the Honorable City Councilors:

I am pleased to appoint Jay Snyder of 2117 Commonwealth Avenue, 02466 as a member of the Citizens Commission on Energy. His term of office shall expire on June 15, 2024 and his appointment is subject to your confirmation. Mr. Jay Snyder will be completing Puja Vohra's term ending June 2024.

Thank you for your attention to this matter.

Warmly,

Ruthanne Fuller
Mayor

Application Form

Profile

<u>Jay</u>	<u>D</u>	<u>Snyder</u>
First Name	Middle Initial	Last Name

[REDACTED]
Email Address

<u>2117 Commonwealth Ave</u>	<u></u>
Home Address	Suite or Apt

<u>Auburndale</u>	<u>MA</u>	<u>02466</u>
City	State	Postal Code

What Ward do you live in?

Ward 4

<u>[REDACTED]</u>	<u></u>
Primary Phone	Alternate Phone

<u>CPower Energy Management</u>	<u>Manager, Field Integration & Technology Alliances</u>
Employer	Job Title

Which Boards would you like to apply for?

Citizens Commission on Energy: Submitted

Interests & Experiences

Please tell us about yourself and why you want to serve.

Why are you interested in serving on a board or commission?

I am interested in contributing to the community, networking with like-minded folks, and gaining the additional skills and relevant experience that come from serving in such a capacity. This specific board interests me because my career has been focused on energy technology and programs, and I believe strongly in a pragmatic approach to embracing the emerging energy transition.

JSNYDER_resume_2022.pdf
Upload a Resume

Jay Snyder, CEM

2117 Commonwealth Avenue • Newton, MA 02466 • [REDACTED]

SUMMARY

Seasoned high-tech business professional at the nexus of IoT and energy. I apply systems thinking, detail-orientation, and writing/presentation skills through sales and implementation. Experience includes managing project teams and solo efforts, from requirements management and training to managing subcontractors and partners. Recognized for problem solving and self-discipline, I thrive in cross-department collaboration both face-to-face and remotely.

EXPERIENCE

CPower Energy Management, March 2021 – Now

Baltimore, MD (Remote)

CPower is a leading energy solutions provider guiding customers towards a clean and dependable energy future. We maximize the value of our customers' distributed energy resources by facilitating participation in demand-side management programs.

Manager, Field Integration & Technology Alliances

- Conducted 100+ meetings with current & prospective technology partners, to identify opportunities & joint value
- Presented on a joint webinar with a key partner, to an audience of customer prospects and potential partners
- Guided active partners through the process of integrating with CPower's API and achieving CPower certification
- Identified gaps in CPower offering, researched third parties with ability to fill gap, and reached out to those companies
- Created newsletter format for updating internal stakeholders on alliances progress, praised by CEO and marketing team
- Presented overview of CPower business model and product offerings to partner representatives
- Interacted with C-level executives, SVPs, and other leaders in partner organizations
- Obtained CEM credential via company-provided training sessions

Greenlots, June 2020 – March 2021

Los Angeles, CA (Remote)

Greenlots is unlocking the future of mobility. Our mission is to sustainably shape the electric mobility future by delivering innovative EV charging solutions that connect communities in a safer, cleaner, and smarter way.

Technical Project Manager

- Served as scrum master for a fully offshore development team of 10-15 FTEs
- Managed all projects for Greenlots' largest customer, a multinational charging network with more US chargers than any other network
- Improved processes resulting in improved team efficiency and greater customer satisfaction
- Facilitated sprint planning meetings and backlog grooming across stakeholders spanning multiple organizations
- Led quarterly planning workshop to focus customer on defining vision for future months of the development roadmap

AutoGrid Systems, March 2017 – March 2020

Redwood City, CA (Remote)

AutoGrid's big data SaaS platform enables utilities & energy traders to increase reliability & revenues via intelligent control of distributed energy resources (DERs) such as battery storage, smart thermostats and renewable generation, at the grid edge

Solutions Architect (Pre-Sales), January 2020 – March 2020

- Led response on major RFP that represented a new DERMS use case for the company's product
- Proposed implementation strategies for RFP responses
- Authored slides on how the product supports Virtual Power Plants (VPP), as sales collateral for energy trading segment
- Led consulting effort for new customer to define parameters for smart city they would operate with AutoGrid platform
- Revised SOW where scope had been poorly understood by others within the organization

Project Manager, March 2017 – January 2020

- Managed all Demand Response implementations for largest US account (> \$5M TCv), a Fortune Global 500 utility
- Led cutting edge VPP system deployment for large Japanese client (also Fortune Global 500) within their cloud
- Configured complex Energy IoT big data platform & designed custom data processes to address customer requirements
- Created custom energy data visualizations for customers, using Grafana dashboards
- Simultaneously managed implementation projects for smaller regional accounts, for a total of up to 5 projects at a time

- Performed testing, process development and change management for group's adoption of FinancialForce as our PSA
- Queried MySQL database and HBase to verify data quality and troubleshoot abnormalities
- Generated change order proposals, including construction of pricing/quotes for additional work efforts
- Led QBRs (Quarterly Business Reviews) with marquee customers, to ensure alignment on scaling their ROI
- Resolved complex Measurement & Verification problems to determine success of customer's programs, utilizing Excel
- Collaborated with delivery partners, subcontractors and other project participants in addition to the customer
- Tracked project budget, plan, risks and issues

FirstFuel Software (now part of Uplight), January 2015 – March 2017

Lexington, MA

FirstFuel's big data SaaS platform uncovers patterns indicating untapped energy efficiency potential, and presents these insights to the end customers of its utility customers via web/mobile portals, as well as to utility sales staff as prospective leads

Technical Solutions/Project Manager

- Translated client needs into new product features as well as configurations/customizations
- Communicated project risks and mitigation plans to internal and external audiences
- Mentored new staff on product and process knowledge
- Led client requirement gathering sessions, demonstrations, and Train-the-Trainer sessions
- Prepared evidence for rigorous system security approval by client
- Represented client needs in sprint planning sessions, in Agile cloud development environment (AWS-based)
- Worked with engineering, product management, marketing and building engineering teams inside organization

Aclara, December 2005 – January 2015

Reston, VA & Wellesley, MA

Products included Meter Data Management System, Electric Load Forecasting & software/IoT Advanced Metering Infrastructure

Project Manager, August 2012 – January 2015

- Managed successful delivery of 3-5 simultaneous software implementation projects
- Arranged and led on-site project kick-off meetings for strategic clients
- Led pricing models for on-premises to cloud transition for product, determining break-even point for various options
- Generated pricing estimates, project plans and statements of work for new client projects
- Briefed client leaders and internal leaders via project governance meetings
- Monitored project budget and reported on margin and other key financial metrics
- Managed support and maintenance activities for various existing accounts
- Took over an in-progress project facing delays and risks, leading it to successful completion and a satisfied client

Senior Business/Systems Analyst, January 2009 – July 2012

- Led delivery of advanced energy solutions by solving client business & technical challenges, while mentoring junior staff
- Led requirements gathering for sophisticated dynamic pricing projects
- Performed lead consulting role on Meter Data Management System (MDMS) implementation for largest US gas-only utility
- Managed subcontractor, ensuring optimal resource utilization and editing their deliverables to meet corporate standards

Business/Systems Analyst, December 2005 – December 2008

- Developed & executed complex SQL queries against large Oracle database, to solve client issues
- Managed & implemented load forecasting upgrade project for a long-time client
- Implemented complex billing logic for multiple clients using proprietary software

Optimal Solutions and Technologies, April 2003 – December 2005

Washington, DC

OST offers technology and management consulting focused on digital transformation to several federal and municipal agencies

Systems & Technical Analyst

- Implemented reports & interactive dashboard as Lead Developer for Business Intelligence
- Performed Quality Control of the project's Data Warehouse design and ETL implementation

DEGREES & CREDENTIALS

Certified Energy Manager, effective November 2021 to present

Master of Information Systems Management, Carnegie Mellon University: August, 2002
Concentration in Strategic Information Processing

Pittsburgh, PA

BS in Information Systems, Carnegie Mellon University: May, 2002
Concentration in Statistics/Data Mining, Minor in History

Pittsburgh, PA