

# Michael J. Robinson

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Mills Orchard, CA • [michael.robinson@mac.com](mailto:michael.robinson@mac.com) • 530-520-3337

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Experienced “Go To” PV system designer for end-to-end solar projects to drive profitability and efficiency. Hands on information systems integration for solar systems workflow. Produces user-friendly tools to strengthen sales efforts. Communicates effectively at all levels. Expertise includes:

Code Compliant Proposals	Project Management	Certified Battery/Storage Designer
Submission Ready Plan Sets	System Sizing for Proposals	Electricity Usage Analysis

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## NOTABLE ACHIEVEMENTS

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- Developed tool to analyze six months of data in 15-minute intervals from PG&E to scope size of proposals.
- Reduced errors by over 25% and improved proposal generation speeds by over 50% in data crosswalk from Ongrid Tool software, providing live feedback and error checking.
- Created “site surveyor” photo tool for tablets and smartphones, integrating Google satellite imagery with drag and drop GPS location labeling for surveying potential projects and on-site management.

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## PROFESSIONAL PROFILE

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**System Designer / Project Manager** FOR VARIOUS GENERAL CONTRACTORS 04/17 – present

- Produce sales ready, code compliant proposals with detailed financial benefits using Aurora, Helioscope, Energy Toolbase, PVWatts, EagleView, SketchUp, AutoCAD and sizing tools such as SunnyDesign.
- Qualify potential customers’ usage, location/shade, service and equipment (including DJI drone).
- Review site and CAD electrical drawings, obtain permits and order solar materials.
- Primary liaison for PG&E and inspectors, including submission and tracking of interconnections.
- Research and produce custom designs for requirements of multiple jurisdictions (e.g. rapid shut down).
- Responsible for commissioning systems, including network installation (remote cell, ethernet, WIFI).
- Set up and provide training for on-line monitoring (SunnyPortal, SolarEdge, Enlighten, Fronius SolarWeb).

**Senior Operations Manager**, STERLING ADMINISTRATION, Oakland, CA (remote) 07/16 – 03/17

- Recruited to improve operational systems for financial services startup: Amazing Care Network.
- Troubleshooted pain points, programmed forms, created website and managed vendor relations.

**System Designer / Design Manager**, UNITED SUN ENERGY, Chico, CA 07/13 – 07/16

- Produced 100+ code compliant proposals with detailed financial analytics to support sales effort.
- Promoted into management role overseeing team of 3 designers and support staff.
- Evaluated prospects through analysis of usage and current electrical service and equipment.
- Built and monitored inventory management tool with pricing auto-alerts to update proposal workbook tool.
- Reviewed site drawings, CAD schematics, secured permits and ordered supplies.
- Acted as primary liaison for PG&E and inspectors, coordinated initial system start up, and provided customer training in cloud-based monitoring software.
- Monitored project and system performance through web based task management dashboard.
- Planned and designed ProofHub workflow to support business development and project execution.

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**iPhone App and Website Developer**, INVENTIVE GADGETS, Mills Orchard, CA 07/05 – present

- App Developer: Objective-C programming, user-interface design, coding, testing and deployment to smartphones and tablets (up to iOS 10), including local and cloud data storage.
- Web Developer: Maintain IT systems under Windows 7 and OSX, including remote web sites. Design, coding and testing of e-commerce websites with HTTP, PHP, AJAX, and Java coding, with database integration. Oversee blog, Google Adwords and Facebook presence. Source products and develop marketing strategies.

**IT Specialist & Securities Representative**, WELLS FARGO ADVISORS, Chico, CA 08/08 – 06/10

- Recruited as IT specialist for “High Net Worth” financial advisor.
- Designed office network, both wired and wireless, proving seamless integration for 2 remote offices.
- Earned Series 7 and 66 licenses within 3 months, traded stocks and cash management wires.
- Responsible for trading and annuity purchase compliance activities, resulting in zero SEC errors.
- Collaborated with colleagues to develop method identifying client conversion opportunities within the bank channel, a system that was adopted regionally as best practice.

**Equity Partner, IT/Operations**, D2P VENTURES, Benicia, CA 08/97 – 07/05

- Launched, operated, and divested of B2B start up over span of 8+ years, achieving an average 55% annual growth rate over first three years; company remains the leader in its market.
- Responsible for IT operations of cross-platform, multiple server system for digital graphics and trade show exhibit business.
- Maintained a diverse corporate client base including University of Phoenix, Sybase, Round Table, BART, Valero, Intershop, Lawrence Livermore, Adecco, AAA, Whole Foods, & NHT Speaker Systems.
- Sold business for double-digit premium over valuation.

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## EDUCATION, CERTIFICATIONS & LICENSES

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- Sonnen Certified Batterie Designer
- Outback Power, Off-Grid and On-Grid Tied Certified Battery Designer
- FAA Drone Pilot License #4280618
- Stanford University: iOS Programming (CS193 - auditing)
- Carnegie Mellon University: Objective C Programming (CS 05-499/899 - audit)
- California Licenses: Series 7 and 66 Securities Representative/Insurance
- Diablo Valley College: General Ed, including 32 units of business coursework

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## ADDENDUM: SOFTWARE AND NETWORKING SKILLS

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### PHOTOVOLTAIC DESIGN

**Software:** Aurora, Helioscope, Energy Toolbase, PVWatts, EagleView, SketchUp, AutoCAD, OnGrid Tool, SunEye Tool, Solmetric Designer

**Online sizing:** SunnyDesign, SolarEdge, Fronius Tool, Iron Ridge

**Portals:** SunnyPortal, SolarEdge, Enlighten, Fronius SolarWeb

### INTEGRATION / PLATFORMS

ProofHub Workflow, Dropbox, TCP/IP, FTP, Windows 7+, OSX

### LANGUAGES

Objective-C, Swift 3, Javascript, Node.js, PHP, AJAX,

HTML5, JQuery, JSON, HTML, Java

### DEVELOPMENT SOFTWARE

Xcode 8, Core Data framework, Core Location,

Core Bluetooth/iBeacons, Git version control

### DATABASE

mysql, Parse BaaS, Synology DSM 5.1

### PROJECT TOOLS

Slack, Asana, Google Hangout, Skype

### USER-INTERFACE

CSS 4.0, Bootstrap 3.3, Wordpress 4.7.2,

Adobe Dreamweaver, Gantry Framework 4.1

### GRAPHICS TOOLS

Photoshop, Illustrator, Visio, Acrobat

### MICROSOFT

Powerpoint, Word, Outlook, Sharepoint