

Derek C. Ballentine
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Summary of Skills/Qualifications

- Over 10 years of valuable experience in workforce development, energy efficiency, green jobs, and non-profit fields
- Earned BA in Urban Studies (UT-Knoxville), 2006
- Strong understanding of building science, certified Building Analyst professional (BPI: Building Performance Institute)
- Developed excellent communication skills: written, oral, public speaking
- Gifted in establishing and fostering partnerships with a diversity of groups, including public & private sectors, non-profits, education institutions, and local employers
- Utilize efficient, interdisciplinary approach to problem-solving
- Demonstrated ability to work in any setting, with or without supervision
- Developed and delivered workshops and training for clients, educational institutions, and general public
- Completed over 6,000 residential energy audits for the TVA Energy Right residential efficiency programs, inspected installed energy upgrades including HVAC systems, insulation, windows & doors, ductwork, and air sealing for proper installation

Work Experience

CleaResult/Conservation Services Group (2011-2017)

Sr. Residential Energy Auditor

- performed thousands of residential energy efficiency audits and inspections for the TVA eScore and In-Home Energy Evaluation (IHEE) programs
- identified energy efficiency upgrade opportunities, explain findings and benefits to homeowners to establish an individualized, step by step, long-term plan for improving efficiency, comfort, and indoor air quality using the whole house approach
- certified Building Analyst professional thru BPI, certified Heat Pump inspector, SHAPE award winner for excellence and innovation in customer service
- acted as intermediary between clients/homeowners and home performance contractors to resolve rebate and installation issues
- 4.98/5 average customer satisfaction survey rating, 99% QA and QC ratings, and extremely high implementation rate
- referred clients to rebate, funding/financing opportunities, and other resources
- extremely versatile and adaptable, tailoring my approach for every client based on their needs, financial situation, degree of technical understanding and personality
- have established and maintained great relationships and with home performance contractors throughout the Northeast TN region
- helped train 5 new Energy Advisor hires to demonstrate best practices

Knox County Community Action Committees (2007-2011)

Career Specialist

- responsible for 18-21 year old (Out of School Youth) program, and assisted with Dislocated Worker and ARRA Stimulus programs and focused on emerging “green jobs” sector
- developed and delivered workshops for a variety of job seekers, and coordinated with local employers/HR professionals to come speak directly to job seekers to provide “insider” tips on finding employment (this was so successful that our weekly Insider series was named a Best Practice by TN Department of Labor)
- met with employers, non-profits, state agencies, training providers, economic development professionals to establish job/resource pipelines
- gained solid understanding of local and state employment trends, including the huge impact of “green” jobs to our economy

Southern Alliance for Clean Energy (2007)

Intern (unpaid) - Solar Technology & Outreach

- assisted Gil Melear-Hough in coordination, planning, and promotion of 2nd Annual TN Solar Stakeholders meeting during unpaid internship
- became aware of the complexities of interaction between utility providers, government agencies, solar contractors, and general public
- began establishing a broad network of EE/RE professionals

Education & Certifications

- Certified Building Analyst Professional (BPI, Building Performance Institute)
- Certified Global Career Development Facilitator
- University of Tennessee, Knoxville

BA- Urban Studies (2006)

- Coursework drawing from a variety of relevant disciplines:
 - Housing
 - Urban Planning
 - Public Administration
 - Urban Politics
 - Business/Technical Writing
 - Sociology
 - Economics
 - Public Speaking
- Completed internship for Donna Young, Knoxville Greenways Coordinator
- Cleveland High School – Honors (1999)