

**Michael A Feller
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Professional Objective

Energetic, dynamic professional seeks a position with a company that will benefit from my proven ability to provide high value solutions and excellent customer service to companies of all sizes and in a variety of industries,

Summary of Qualifications

Successful sales experience, with the ability to successfully present unique solutions to business owners and upper level managers. Proven track record in new business development

PROFESSIONAL EXPERIENCE

Laurel Highlands Green Energy Company, LLC 2010 – Present

Sole Proprietor

Formed in 2010 to enter the Green Energy / Energy Conservation Markets

- BPI Certified Building Analyst
- BPI Certified Building Envelope Specialist
- BPI Multi Family Building Analyst
- Manufactured Home Professional
- IECC Energy Code Compliance for Commercial Buildings
- PA Certified Weatherization Installer
- Certified Renovator
- DOE / EPA Lead Safety Training
- Currently focusing on the Residential Energy Audit /Energy Conservation Market
- Participating Contractor in the following programs:
- First Energy Whole House Program
- ReEnergize Pittsburgh Healthy Home Initiative
- Grass Roots Green Homes in Pittsburgh PA
- ALLY in First energy's Commercial Energy Efficiency Program
- PHFA HEELP Program

- Proficient in the following energy modeling software
- Green Compass Surveyor
- Snugg Pro
- Optimizer
- MULTEA (For multi family buildings)

Vanguard Emergency Management

2017 – Present

Emergency Disaster Site Inspector, FEMA Certified

PARTNER ENERGY

2018-Present

Sub Contractor Performing Energy Audits on Multi Family Buildings and Complexes

Performance Systems Development

2014-2016

Performed Residential Energy Audits in the Duquesne Light Whole House Program

STORAGE SOLUTIONS

1987 - 2015

Sole Proprietor

- Established company in 1987
- Specializing in the sales & installation of office furniture & storage equipment
- Sub contractor to several national moving companies
- Sub contractor to a national facilities management company
- Established large client base through business development
- Offered a complete layout and design services
- Implemented strategies insuring excellent customer satisfaction
- Coordinated employees from several companies to ensure timely completion of complex projects
- Ability to specify necessary equipment for clients needs
- Interfaced with equipment suppliers in the procurement of equipment for clients
- Handled all invoicing & collections procedures

Golden Triangle Executive Association

1994 – 2010

Executive Director

- Non profit networking organization dedicated to helping small & medium size businesses increase their profitability through sharing sales leads among the members

- Increased the number of companies in the organization every year by holding Golden Growth Days
- Handled all finances of the organization
- Organized and conducted the weekly meetings

Scottyland RV Sales

2001 – 2004

General Manager Sales

- Sales of Travel Trailers and Park Model Trailers; new & used
- Handled all Pennsylvania title work
- Interfaced with manufacturers in the ordering of inventory
- Interfaced with manufactures in securing warranty parts
- Handled relations with outside funding sources for purchases
- Negotiated agreement with outside contractor to handle all Finance & Insurance
- Handled all sales of both new & used RVs
- Negotiated all trade in values on traded units

HELD VARIOUS SALES POSTIONS IN THE SKI, EDUCATION & BUSINESS EQUIPMENT INDUSTRIES

1978 – 1987

EDUCATION

DUQUESNE UNIVERSITY

BS SECONDARY EDUCATION 1978

UNIVERSITY OF PITTSBURGH

CERTIFICATE IN LABOR RELATIONS 1981

PA WEATHERIZATION INSTALLER 2010

CERTIFIED RENOVATOR 2010

EPA / DOE LEAD SAFETY TRAINING 2010

BPI CERTIFIED BUILDING ANALYST 2011

BPI CERTIFIED BUILDING ENVELOPE SPECIALIST 2011

BPI MULTI FAMILY BUILDING ANALYST 2012

BPI MANUFACTURED HOME PROFESSIONAL 2012

PROFESSIONAL AFFILIATIONS

BUILDING PERFORMANCE INSTITUTE

EAGLE SCOUT