

MARIO CANCESSI

PROGRAM MANAGER

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PROFILE

Accomplished Program Manager versed in budget administration, project management and team leadership. Decisive, persistent, and responsive to changing business needs. Ready to leverage expertise with 10 plus years in Energy Efficiency experience to expand revenues.

GREEN TECHNICAL EXPERIENCE

- Certified BPI Building Analyst, Envelope Professional.
- Accredited LEED Green Associate.
- Project Management Plus Certification Program.
- Green Building for Building Professionals Certification.
- Business Management for Building Professionals Certification.
- Infrared Thermal Imaging Level I and Thermal Imaging Building and Science Envelope Certifications.
- Licensed New York State Home Inspector **ENERGY / EFFICIENCY**.
- Residential, Commercial, and Industrial inspection experience using Infrared Thermal Imaging technology.
- Energy Efficiency Technical Training and Hands-on Internship with Envirolution's Win-Win Campaign.
- Managed interior and exterior building renovations, facility, and equipment maintenance.
- Supervised the maintenance of the physical plant, including mechanical, electrical, plumbing, HVAC systems.
- Coordinated all relationships with contractors, vendors, compliance management, security services, etc.
- Responsible for environmental and safety policies, procedures, and goal attainment.
- Implemented preventative maintenance checks on all equipment to promote optimum efficiency.

EXPERIENCE

Program Manager • CMC Energy Services

Cranbury, NJ

(August 2011 - Present)

- Program Manager for the PSEG LI REAP Program.
- Directly responsible for monthly P&L reports and reviews with finance department.
- Responsible for the implementation of the project, goals, deliverables, and warehouse inventory of all materials.
- Achieves operational objectives by contributing information and recommendations to strategic plans and reviews; preparing and completing action plans.
- Manages project resource allocation; plan and schedule project timelines and devise contingency plans.
- Implements production, productivity, quality, and customer service standards; resolves problems; identifies trends; determines system improvements; initiates change and corrective actions.
- Accomplishes human resource objectives by assessing the need for additional staff, recruiting, training and communicating job expectations, as well as enforcing policies and procedures.
- Supervises Auditors and Contractors to ensure adherence to project guidelines and program specifications.

Sales Engineer • Willdan Energy Solutions

Manhattan, NY

(April 2011 - July 2011)

- Project Coordinator for National Grid Gas Efficiency Program.
- Outreach to small and medium-sized commercial businesses to perform audits, compose summary reports, which illustrates the cost-savings for utilizing the Gas Efficiency program.
- Coordinates with contractors regarding timelines for project design and implementation as well as budget costs.
- Promotes SBDI program for ConEdison Green Team.

Community Energy Consultant/Internship • Envirolution Win-Win

New York, NY

(January 2011 –April 2011)

- Attended an intensive 40-hour energy auditing boot camp regarding the core principles and technical training needed for completion of an energy efficiency audit.
- Participated in an Energy Audit/Efficiency Training program, which focused on assessing building performance, weatherization, sustainability and performing energy-auditing for commercial and institutional buildings, meeting the requirement of 100 hours of hands-on fieldwork experience.

Plant Manager • Selecto-Flash Inc.

West Orange, NJ

(May 2007 –December 2009)

- Supervised 65 employees both union and non-union.
- Met consistently with Union Representatives to discuss contract negotiations and employee job requirements.

EARTHCOLOR, INC. (JANUARY 1994 – MAY 2007)

Production Manager • EarthColor - EarthCameron Div.

West Orange, NJ

(January 2007 – May 2007)

- Responsible for managing out-of-home production for Barton's offset printing sales force.
- Facilitated all developmental aspects of communications from production through manufacturing.

Trouble-Shoot/Production Manager • EarthColor Inc.

New York, NY

(May 2005 – January 2007)

- Responsible for overseeing plant operations and print production at other divisions.
- Managed sales force and production employees.
- Contributed to targeting and converting new business.
- Supervised and serviced high-profile accounts.

Operations Manager • EarthColor - TAM Communications Div.

Hauppauge, NY

(January 1994 – May 2005)

- Annual sales of \$15 million producing a profit margin of 12% - 18% yearly.
- Participated in executive meetings regarding strategic plans for the division.
- Monitored all budgets, estimates, and invoice management for clients and suppliers.
- Contracted and interfaced with vendors for multiple assignments.
- Extensive customer service - manages day-to-day client/inter-company communication and relationships.
- Managed workflow and quality control for all jobs.
- Supervised 70-100 employees and assessed salary and job performance evaluations.

CERTIFICATIONS & LICENSING

BPI Building Analyst Professional Certification 2010 – AEA Inc., NY

LEED Green Associate Accreditation 2010 – Stony Brook University, NY

Project Management Plus Certification Program 2010 – Stony Brook University, NY

Infrared Thermal Imaging Level I Certification 2006– FLIR Bellerica, MA

Infrared Thermal Imaging Building and Science Envelope Certification 2006 – FLIR Bellerica, MA

Green Building for Building Professionals 2010 – Stony Brook University, NY

Business Management for Building Professionals 2010 – Stony Brook University, NY

Licensed New York State Home Inspector 2005

SKILLS

Detail Oriented, Complex Problem Solving, Flexibility & Adaptability, Computer Proficiency, Analytical Thinking, Customer Relations