

SEAN MICHAEL GRAY

4135 Carson St. NE St Petersburg, FL 33703.
(980) 253-7413, seanmgraync@gmail.com

EDUCATION

Appalachian State University, Boone, NC. *Magna Cum Laude*

Bachelor of Science in Building Science/ Construction Management/ Business – 2009

- **Certifications:** ENERGY STAR & RESNET HERS Rater; BPI Envelope Professional, BPI Building Analyst, BPI Infiltration & Duct Leakage; IREC HEP Energy Auditor; Certified Energy Manager trained.

EXPERIENCE

Source Advisors, September 2022 – January 2023

Senior Manager of Energy Services

- Technical lead guiding builders toward meeting 45L tax credits for residential units built in tax year.
- Analysis of plans to determine eligibility for meeting 45L tax credits based on proposed buildings to be placed in service. Technical advisement and strategic design to ensure planned buildings to meet 45L.
- Sales strategy and sales meeting oversight to ensure successful commitment from potential clients.

Everblue Training, June 2019 – September 2022

Program Manager

- In-house technical expert for residential construction energy efficiency programs. Education support and guidance to existing and potential students. Instructor for live classes. Inside and organizational sales.
- Develop new and revised program resources to support participants in the certification courses. Update existing curriculum to reflect current program standards. Manage company training accreditations.

Franklin Energy Group, June 2016 – May 2019

Field Supervisor – Over +/- 12 field Residential Energy Efficiency Specialists for region with a 130-mile radius.

- Technical expert and operational guidance for field staff. Led in-person team meetings, conference calls. Hire and coach staff performance and behavior to exceed program KPIs and educate homeowners.

Energy Specialist

- In-home visual inspection identifying opportunities for improved energy efficiency on existing single-family residential homes. Recommendation of existing utility rebates on residential efficiency upgrades. Educate homeowners on all general home construction concerns and influence behaviors for energy efficiency.

Above and Beyond Energy, November 2012 – June 2016, Wilmington, N.C.

Field Supervisor

- Supervision of 5 regional field ENERGY STAR and HERS raters. Provide support through technical expertise, problem solving and critical thinking to ensure success from satellite field staff.
- Homeowner relationship management for builders by actively interfacing with homeowners to address quality and comfort concerns. Face to face complaint resolution with customers on behalf of builders.

HERS & ENERGY STAR Rater

- New residential construction consultant educating builders on 2012 NC Energy Conservation Code.
- Educate builders, supervisors, and individual trades on energy efficiency practices to increase participation.
- Educate homebuyers about benefits of energy efficient construction and on value of voluntary programs.
- Verification of building envelope and duct system tightness testing through single point depressurization.

Air Components & Systems Ltd, March 2012 – November 2012, Wilmington, N.C.

Account Representative – Regional Sales Rep with traditional functions and territory.

NC State University Industrial Extension Service June 2011 – March 2012

Energy Analyst – Regional Energy Auditor with 10 Community Colleges

- Conduct analysis of technical and economic data to evaluate energy efficiency measures, provide technical guidance to increase participation among stakeholders of adoption of energy efficiency technologies.

Other – Presenter - 2010 Energy Star Conference, Guest Lecturer - Fairfield Electric 2020: Residential Energy