
Profile

Leo

First Name

J

Middle Initial

Ryan

Last Name

Email Address

Street Address

City

Suite or Apt

State

Postal Code

What Precinct do you live in? *☒ Precinct 7

Primary Phone

Alternate Phone

EH&E

Employer

Market Executive

Job Title

Applicants are encouraged to attend or read the minutes of several meetings of the body to which they are applying, if possible.

Which Boards would you like to apply for?

Sustainability Committee: Submitted

Are you a registered voter in the Town of Natick?☒ Yes ☐ No

Have you ever attended a Natick town meeting?☒ Yes ☐ No

Have you ever served on a board, committee, or commission in the Town of Natick?☒ Yes ☐ No

If yes, please list name(s) of board, committee or commissions, along with date(s) of service:

Sustainability Committee, 2017-current

Interests & Experiences

Why are you interested in serving on a board or commission? Are there any changes you would like to see to these boards, committees and/or commissions?

My skills in energy efficiency and health and safety can be used in managing resources and making Natick a healthier and more sustainable community. No changes suggested.

Are you a graduate of the Natick Community Services Citizen's Leadership Academy?

☐ Yes ☒ No

Please list any skills or specialized knowledge you can bring to these boards, committees and/or commissions.

BA Economics MS Industrial Hygiene Professional experience in energy optimization, sales, project management and public speaking.

Please list any professional affiliations.

Let us know what other specialized interests or hobbies you might have.

Understanding of commercial and residential energy optimization, utility incentives.

Applicants are encouraged to upload a resume, accepted file types are listed below.

[Leo_Ryan_Resume_062020.pdf](#)

Upload a Resume

LEO J. RYAN

18 Lincoln Street ♦ Natick, MA 01760 ♦ Phone: (617) 620-4566 ♦ leo.j.ryan@gmail.com

BUSINESS DEVELOPMENT PROFESSIONAL

Business Development Professional with a successful track record in complex, relation-driven sales environments. Expertise in demonstrating the business case for investment in clean tech, smart grid and renewable energy investments.

AREAS OF EXPERTISE

▪ Direct and channel partner sales	▪ Energy Efficiency	▪ Sales collateral development
▪ Strategic business partnerships	▪ Demand Response	▪ Project team management
▪ New product and service launches	▪ Energy Investments	▪ CRM implementation
▪ Pipeline development/management	▪ Carbon Accounting	▪ Marketing plan development

PROFESSIONAL EXPERIENCE

ENVIRONMENTAL HEALTH & ENGINEERING, NEEDHAM, MA

2014 - Present

Market Executive

- Exceed business development targets (>15% Annual Growth 2019 - 2019)
- Created Tiered Client Service/Acquisition model
- Establish, enhance and promote brand awareness; focus on Education/Commercial Sectors
- Increase/expand portfolio of work with existing clients; cross sell EHS Cx and Analytical Services
- Lead company in new client acquisition 2015 – 2019
- Co-developed new offerings/markets; Lab CX, Remote Site Monitoring, COVID19 Response
- Developed key relationships with regional utilities (Eversource and NGrid) serving healthcare, life science, and commercial property verticals
- Develop, deliver, support hiring, training, mentoring of technical staff

OUTSMART POWER SYSTEMS, Natick, MA

2011 - 2014

VP Business Development

- Launched product into key verticals (grocery, cold storage, data center and laboratory/pharmaceutical).
- Built revenue from 0 to \$300,000 with pipeline of >\$5 million in 18 months and SaaS revenues from 0 to \$30,000 with a pipeline of >\$500,000.
- Developed partnerships and deployments with multi-nationals and regional service providers.
- Built product awareness inside major utilities through webinars, seminars, Account Executive networking.

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EnerNOC, Boston, MA

2008 - 2011

Business Development Manager (2009 - 2011)

- Identified and closed profitable business across EnerNOC's EfficiencySMART platform (Efficiency, Demand Response and Carbon Accounting).
- Recognized as Top 10% sales force performer in 2009 and 2010.
- Launched EnerNOC commissioning service in target verticals (hospitals, commercial property & universities).
- Developed and managed utility relationships including National Grid, NSTAR, PSE and BGE.

Business Development Associate (2008 - 2009)

- Identified, qualified and scheduled prospects and partners ensuring successful engagement.
- Managed Inside Sales launch in Tennessee Valley Authority demand response program.
- Lead Puget Sound Energy Pilot Load Control program sales effort from identification of qualified sites, development of relationships with PSE Account executives, program education, contract negotiation and site implementation.

Eco-LOGIQ, Natick, MA

2007-Present

Principal

- Energy and infrastructure project specialist St. Paul's, Natick/Holy Innocents Port de Paix, Haiti.
- Managed business plan development, public presentations, networking and community education.
- Program development for Mass Interfaith Light and Power.

AMERIPRISE FINANCIAL, Wellesley, MA

1997-2007

Financial Advisor

- Developed and managed an independent financial advisory and asset management franchise.
- Grew practice to >\$30 million assets under management and >150 clients.
- Negotiated sale and transfer of practice.
- Practice built through public presentations, channel partnerships, institutional and retailing selling.

ARTHUR D. LITTLE, Cambridge, MA

1994-1997

Senior Consultant/Certified Industrial Hygienist

- Delivered technical consulting services focused on environment, health and safety issues.
- Specialization in risk assessment, health and safety training development and delivery.
- Significant business development and client management responsibilities with international focus.

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OTHER EXPERIENCE

TOWN OF NATICK, Sustainability Committee, Chair 2016 - Present
SOLARIZE NATICK 2015, Solar Coach
CLEAN HARBORS, Corporate Health & Safety Specialist (1993)
ENERSOL ASSOCIATES, Field Researcher (1990 - 1991)
CERTIFIED ENGINEERING & TESTING, Industrial Hygienist (1987 - 1990)
TRI-CAP, Energy Auditor (1985 - 1987)

EDUCATION AND LICENSURES

Master of Science in Industrial Engineering, University of Massachusetts, Lowell, NC
Bachelor of Arts in Economics, Fairfield University, Fairfield, CT
Diplome de La Langue Parler, Alliance Francaise, Paris, France

LANGUAGES

Proficient in French and Spanish