

Steven Stovall

**Award Winning Business Development Professional:
Energy Services & Sustainability Solutions**

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Active within **LinkedIn Business Network**

Qualifications Summary:

Mr. Stovall is an exceptional Business Development, Sales Executive and Leader within the Energy Services, Technology and Sustainability Industries. He has successfully sold over \$100 Million in Guaranteed **{ Energy Savings Performance Contracting [ESPC] }** Based Projects. A former U.S. Marine Corps Officer with a history of achievements and sales results, that rank among the best in the Energy Services industry. **Strong Existing Networks in key Markets including State Government, Municipalities, and K-12 Public Schools.** Stovall has been very active in Georgia's Energy Services Coalition of Energy Services Companies, and the U.S. Green Building Council for LEED Certified Facilities.

Professional Qualifications:

Certifications / Awards:

Johnson Controls Masters Club: **3 Time Master of Sales Excellence Award Winner**
Honeywell International: **Top Gun Award Winner**
ABM Linc Service: **2 Time Champions Club Award Winner**
SCIENERGY / FLYWHEEL 2016 "#1" Business Development Consultant

Industry Expertise:


Business Development	Consultative Executive Selling
Energy Savings Performance Contracting	Renewable Energy Solutions
Sustainability & LEED Certification	Program Management



Referenceable Projects Sold and Satisfied Clients Include:

-City of Atlanta, Georgia ESPC Program	-ESPC Owner's Rep. with PRAD Architecture
-City of College Park, Georgia	-Georgia Int'l Convention Center
-DeKalb County, Georgia ESPC Program	-Iowa Wesleyan College
-Randolph County, Georgia K-12 Schools	-LaGrange, Georgia College
-Muscogee County, Georgia K-12 Schools	-City of Kansas City, Missouri
-Jackson County, Missouri	
- DeKalb County, Georgia Seminole Road Landfill Gas to CNG Alternative Fuel Project .	

Career Highlights:

Current Positions: Jan. 2014 – Present.

Vice President, Energy Solutions. Smart Building Systems . Decatur, Georgia
Consulting Director: Business Development / Energy Services Consultant 
SCIENERGY.

Led the sale and development of the **1st Managed Energy Services Agreement sold in Georgia** for a \$7.1 Million Guaranteed Energy Savings Program leading to LEED-GOLD Certification  for the Georgia International Convention Center. 

"#1 SCIENERGY Business Development Professional in 2015"

Consultant . March 2014 - May 2016  City of Atlanta, Georgia Energy Savings Performance Contracting Owner's/Representative and Consultant. Contractor Assignment with the PRAD Group and JP2.

Responsible for leadership and development of Sustainability & Energy Savings Performance Contracting Programs within Georgia's Cities, Counties and Schools including the City of Atlanta, Georgia.

2011 – Feb. 2014: Pepco Energy Services. Atlanta, Georgia.

Director of New Business Development. Southeastern U.S.

- Led ESPC State Certification Effort, resulting in Ranking as #4 of 17 State Certified Energy Services Companies.
- Developed State of Georgia (ESPC) Energy Savings Performance Contracting Training Program with Georgia State Energy Office.

2008 – 2010: Consulting Account Executive. Energy Systems Group. Atlanta, GA

- Sold \$12(+) Million Renewable Energy "Landfill Gas to Energy" Project to DeKalb County, Georgia.
- Sold Multi-million dollar Central Plant and HVAC Project to Iowa Wesleyan College (via Sr. V.P. Phyllis Whitney)
- Sold multi-phase Energy Savings Projects to Muscogee County Schools, Ga.

**2005 – 2007: Business Development Leader for Energy Services Accounts Atlanta, GA
ABM Linc Mechanical Services, LLC**

- **Selected to Linc's 2006 and 2007 Champions Club** for Exceeding Business Objectives
- Career Highlight: Successfully Delivered \$3(+) Million Performance-Based Project to Georgia's Premier Private College in LaGrange, Georgia.

**2002 – 2005:  Atlanta, GA
Consulting Account Executive. Honeywell Intl., Inc.**

- 6 Sigma Green Belt
- Career Highlight: Sold 1st Energy Savings Performance Contract to DeKalb County, GA.
- **Recognized by Vice President of Sales as 2004 "Top Sales Performer"**

**1997 – 2002:  Kansas City, MO
Johnson Controls, Inc.**

- **Promoted in Sept. 2001 to Southeastern Area Sales Manager.**
- Nationally recognized as a 'Master of Sales Excellence' from 1997 – 2001, and the Great Plains **Area Sales Leader in 1998, 1999, and 2001.**
- Received Mayoral Proclamation for a strategic partnership with the firm.



2nd Marine Aircraft Wing, MCAS Cherry Point, NC

U.S. Marine Corps Officer 1st Lieutenant. Leader of Marines. Aviation Supply and Logistics Officer. Responsible for Management of Tens of Millions of dollars in military aviation equipment.

Education:

Columbus State University, Georgia
Bachelor of Science Degree

