

# Rory Spangler

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## SUMMARY

Highly motivated energy strategy and business development professional with a diverse background of program leadership and product management, tech and traditional start-up experience, and public policy knowledge. Highly adaptable entrepreneurial mindset able to thrive in fast-evolving new businesses and creatively problem solve in environments of ambiguity & uncertainty.

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## PROFESSIONAL EXPERIENCE

### NextEra Energy Resources

*Project Director*

**Juno Beach, FL United States**

*April 2019 – present*

- Led business development of a new solutions line within NextEra, the world's largest producer of renewable energy; developed strategy, market analysis, partnerships (including cross-company collaboration), and execution plan to enter the public-private-partnership ("P3") energy infrastructure market.
- Leading complex energy and P3 infrastructure project development and contract negotiations for a pipeline of over \$1b.
- Directing renewable energy and microgrid project development for a portfolio of data centers in North America.
- Established and negotiated strategic agreements with banks, advisors, contractors, and other Fortune 500 companies.
- Water efficiency experience; established business case for the acquisition of a distributed water reclamation company.

### Maryland Energy Administration

*Senior Program Manager*

**Baltimore, MD United States**

*November 2014 – April 2019*

- Developed the Maryland Data Center Energy Efficiency Grant Program from conception to international recognition; nominated for the 2018 Data Center Industry Initiative of the Year for reducing 10 GWH of energy at 9 data centers.
- Managed an annual program budget of over \$16 MM; increased industry participation to 100% across all programs
- Increased Combined Heat and Power ("CHP") projects in the State from 4 active CHP projects in 2015 to 40 in 2018.
- Supported state legislation, represented the agency to multiple federal groups, service commissions, and law makers, and provided testimony in Maryland's Congress on behalf of the Governor's Office and the Maryland Energy Administration.
- Led economic development activities including business attraction, retention, and development.

### C.A.R.E. Property Services, Inc.

*Director, Commercial Energy Services*

**Ocean City, MD United States**

*April 2012 – November 2014*

- Established commercial & industrial division, generating over \$1 MM in revenues within the first year of operation.
- Created processes, training, and methods for the sales team; grew and led a sales team of 10 employees.
- Developed and implemented iOS applications to improve customer relations and increase operational efficiency.
- Built key relationships with State Government and energy utilities for project execution and opportunity growth.

### OpenDrive, Inc.

*Co-Founder*

**Palo Alto, CA United States**

*January 2008 – April 2012*

- Co-founded OpenDrive.com, a cloud-based data management service; provided file management serving 2 MM users.
- Developed product positions and led strategic planning to successfully drive company to be an early industry leader.

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## EDUCATION

### MISSISSIPPI STATE UNIVERSITY

*M.B.A., August 2018*

**Starkville, MS United States**

### PENNSYLVANIA STATE UNIVERSITY

*B.A. - Energy & Sustainability Policy, May 2013*

**University Park, PA United States**

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## COMMUNITY INVOLVEMENT

- Take Stock in Children, West Palm Beach, FL. *Mentor Volunteer*
- House Rabbit Society, Baltimore, MD & West Palm Beach, FL. *Volunteer*

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## SKILLS

- Contract Negotiation • Project Management • Renewable Energy • Microgrids • Business Development • Public Speaking • Strategy Development • Team Leadership • Financial Modeling & Valuation • Problem Solving • MS Excel & Project

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