

Resume



Jeff L. Hammond
Executive Director
International Ground Source
Heat Pump Assoc. (IGSHPA)

Springfield, Illinois U.S.A.
jeff@igshpa.org

Profile

Results-driven professional with over 35 years experience in Geothermal/HVAC manufacturing and distribution environments; excellent marketing/sales, customer service, and people skills; considerable management experience (corporate and satellite offices); experience in working with international customers; years of experience in training. Areas of expertise include product management/product development, marketing/communications/sales, technical writing, public relations, team management, budgeting/forecasting/business plans, business-to-business sales, continuous improvement, and innovation in product design. My experience combined with both a technical and a business degree allows me to lead diverse teams and effectively communicate goals to all stakeholders in order to achieve results.

Education

A.A.S. Electrical Engineering Technology,
Purdue University, West Lafayette, Indiana, U.S.A.

B.S. Business Administration, University of
St. Francis, Fort Wayne, Indiana, U.S.A.

Experience

International Ground Source Heat Pump Assoc. (IGSHPA)

Springfield, Illinois, U.S.A.
Oct. 2021 to present

Executive Director

Enertech Global, LLC

(manufacturer/distributor of air- and water-source heat pumps)
Greenville, Illinois, U.S.A.
Jan. 2008 to Dec. 2012
and July 2018 to Sept. 2021

Vice President of Marketing and Product Development (2008-2012).

Vice President, Technical Services (2018 to 2021).

Geo-Flo Products Corp.

(manufacturer of pumping stations, hydronic/specialty fittings, and components)
Bedford, Indiana, U.S.A.
Jan. 2013 to July 2018

Director of Marketing and Business Development

ClimateMaster, Inc.

(manufacturer of water-source heat pumps)
Oklahoma City, Oklahoma, U.S.A.
Jan. 1999 to Dec. 2007

Director of Marketing
Director of Product Development
Midwest Regional Sales Manager

WaterFurnace International, Inc.

(manufacturer/distributor of water-source heat pumps)
Fort Wayne, Indiana, U.S.A.
Sep. 1986 to Dec. 1998

Director of Operations
Product Manager - Distribution
Technical Marketing Manager
National Training Manager
Application Engineering/Tech. Support
R & D Lab Technician

Expertise

- Decades of management experience with large and small teams
- Familiarity with North American HVAC standards, regulations, requirements, including AHRI, Energy Star (U.S. and Canada), HRAI, UL, ETL, CSA, and others;
- Understanding of government relations, including U.S. EPA, DOE, Natural Resources Canada;
- Rapid adaptability and problem-solving oriented mindset;
- Sales-oriented
- Strong product management and engineering skills
- Languages: English (native), French, (some proficiency), German (limited),
- Well traveled in North America, Europe, and Asia.

Affiliations/Memberships/Awards

- Member of ASHRAE (American Society of Heating, Refrigeration and Air Conditioning Engineers) since 1990
- Member of AEE (Association of Energy Engineers)
- Member of ASAE (American Society of Association Executives)
- Chairman of technical committee for 2023 revision of ANSI (American National Standards Institute)/CSA (Canadian Standards Association)/IGSHPA (International Ground Source Heat Pump Association) Standard C448 (Design and installation of ground source heat pump systems for commercial and residential buildings);
- Served on IGSHPA training committee, standards committee, and advisory council;
- Won Oklahoma City Addy Awards for ClimateMaster advertising campaign in 2006 and 2007;
- Presented ASHRAE product innovation showcases many times over the past two decades
- Created content for **The HVACR News** Dealer Design awards for new product development for ClimateMaster, Enertech, and Geo-Flo.