**Andrea Zimmerman**

*Project management, results monitoring, grant management and reporting*.

**EDUCATION**

MBA Sustainability, Presidio Graduate School

BA, University of Northwestern

**Certifications**

Envision Sustainability Professional, Institute for Sustainable Infrastructure

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**PROFESSIONAL EXPERIENCE**

**PRAIRIE ISLAND INDIAN COMMUNITY.** Welch, MN *Energy Program Manager, 2022-Present*

* Oversight of the community’s Net Zero carbon emissions goal and $46M+ budget
* Management of procurement / performance of solar, electrification, and energy efficiency contractors and partners
* Co-manager of federal grants received by PIIC for decarbonization projects, includes project monitoring and reporting

**TRC COMPANIES.** San Francisco, CA | Minneapolis, MN

*Advanced Energy Consultant & Strategist, 2015-2022*

* Planning, operations and project management consulting services for utility and local government clients, including net zero and clean energy projects
* Research, analysis, recommendations, and messaging to inform Board of Directors / SVP-level decisions and strategy on behalf of 700-person Advanced Energy consulting practice
* Development of internal processes, tools, and resources; staff engagement and change management for hundreds of staff
* Internal organizational communications and external marketing, including brand identity, content marketing, and engagement

**Independent Consulting**. San Francisco, CA

*Clean Energy Consultant, 2014-2015*

* Managed pilot program of San Francisco Chamber of Commerce; fostered public-private clean energy partnerships in 5+ US cities
* Led strategic, competitive project proposals to Western US utilities, including program design support and client guidance

**Opower (acquired by Oracle**). Washington, DC | San Francisco, CA

*Pre-Sales Lead, 2010-2014*

* Responsible for lifecycle activities of 3-6 competitive B2B bids per quarter
* Designed and developed client proposals in partnership with internal/external stakeholders; $14M annual business contracted as a result of bids

**Lessard Group.** Washington, DC | San Francisco, CA

*Marketing Lead, 2009-2010*

* Key member of active marketing team for green architecture and planning company, supporting B2C + B2B marketing strategy, competitive business bids, and partnerships.