

Wesley Allred

Business Operations. Analytics. Impact Driven.

Business professional with global experience across the US, China, and Latin America. Experience includes renewable energy project finance, business operations, business development, and capital markets.

EXPERIENCE

Director, Finance and Strategy

[Lightsource Renewable Energy](#) Feb 2017 - Present

- Leading 3-person financial analytics and strategy team, developing target market assessments, customer pricing, and project financing solutions for pipeline of over \$500M of solar projects
- Established pipeline of partners for co-development and M&A opportunities, generating over 50 leads and prioritizing follow-up engagement, leading to 3 signed agreements for \$100M of potential solar projects
- Developed business case for \$50M energy storage system opportunity, evaluating the competitive pricing landscape, identifying potential use cases, and refining customer value proposition
- Drove launch of US operations for largest European solar developer (hired as US employee #1), collaborating with executive team to build financial model for 5-year growth strategy utilizing \$18M seed investment, establishing project approval and capital commitment process, and growing the team to 15 people within 6 months

Senior Manager, Project Finance and Business Development

Jan 2016 - Jan 2017

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San Francisco, CA

SKILLS

Product Management
Business Development
Project Management
Analytics
Strategy
Sustainable Investing
Financial Modeling

EDUCATION

MBA

[University of Michigan Ross School of Business](#)

Jun 2014

Finance, Strategy, Entrepreneurship

Master of Science

[University of Michigan](#)

Jun 2014

Sustainable Systems

Bachelor of Science

[Northwestern University](#)

Jun 2006

Computer Engineering