

Cornelius Alexander Fitzgerald

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Goal for Work: Continue to do work worth doing. Listen more than speaking and consistently evolve from a static leader toward helping identify what an organization needs and executing on those needs.

EXPERIENCE

- 5/19 – Current **Clean Energy Holdings, LLC** San Francisco, California
President, Co-Founder
- Created technology driven, renewable energy investment platform
 - Developed investment commitments of ~\$1B+; active project developments of ~\$2B+
 - Organized proprietary and non-proprietary project identification and due diligence system
 - Negotiated with capital partners for development, construction and permanent financings
 - Led and negotiated strategic alliance partnerships to balance investment platform competencies
- 1/12 – 2020 **Wind Harvest International, Inc.** San Francisco, California
Director of Finance and Strategy
- Helped lead with the development of innovative wind turbine design from prototype to commercially viable product
 - Identified and hired expertise needed to evolve company into professional organization
 - Negotiated several equity investment term-sheets and led overall deal construction
 - Supported the company across disciplines to provide team what it needed to grow
 - Represented the identity/story of the company in varied business and social contexts globally
- 5/10 – 1/12 **Wells Fargo, One Wells Fargo Strategy Group** San Francisco, California
Strategic Planning Consultant
- Led aspects of execution strategy for largest merger in Financial Services history (~30M accts)
 - Analysis and business plan re-design for \$20B Family Wealth Management business
 - Developed synthesis of business impact from new technologies on traditional bank 'branch' network
 - Contributed to re-structuring strategy/implementation for \$25B per year Consumer Credit business
 - Created multiple business process improvements to enhance banks effectiveness and increase customer experience across banking channels
- 10/09 – 4/10 **Keiretsu Forum, Angel Investing Group** San Francisco, California
Associate
- Created formal due diligence guideline for consistent investor evaluation of ventures
 - Deal screening to determine viability of Entrepreneur pitching to Angel Investor forums
- 5/06 – 2/08 **Patpatia & Associates, Inc.** Berkeley, California
Associate Consultant
- Acted as lead consultant to client on \$20M+ national growth initiative for innovative product design, development and securing national distribution access
 - Developed team leadership skills managing day-to-day activities for 5 consultants & balancing 3 major projects simultaneously
 - Demonstrated presentation skills during NYSE firms' Board of Directors meeting & institutional sales meetings with 30+ financial service firms
 - Formulated financial model leveraged in client's decision to fund a new national growth initiative
 - Consistently volunteered for difficult tasks to extend my core competencies
 - Authored insurance trade article published and distributed to 900 CEO's
 - Co-authored clients national marketing campaign: e.g. copy and layout for website & print
 - Created multiple detailed project plans to create implementation blueprints for client firm

EDUCATION

Dominican University of California
MBA in Sustainable Enterprise

- Systemic Thinking Activities:

May 2010

- Initiated systemic review of \$50M Natural Beef business & designed tangible action steps
- Facilitated management decisions surrounding complexity & future uncertainty
- HIP Investor Intern: development of scorecard analytic for HIP500 portfolio product offering

University of Arizona

Eller College of Business, Bachelor of Science in Finance, GPA: 3.4 December 2004

- Selected for merit based portfolio management (\$1M) class with MBA students
- UBS Financial Services Intern: created research/updates within \$42M retail asset mgmt. portfolio

ACTIVITIES

- Board Member: Country Natural Beef, \$50M co-operative of family owned ranches
- Travel: Brilliant to learn different perspectives, historical reference points and stay engaged globally
- IRONMAN 70.3 triathlons