

# Cornelius Alexander Fitzgerald

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

- 1/12 – Current*    **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
- 5/19 – Current*    **Clean Energy Holdings, LLC**    San Francisco, California  
*Managing Director, 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
- 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    May 2010
- Systemic Thinking Activities:
    - 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