

## Contact

[www.linkedin.com/in/stefano-alva](https://www.linkedin.com/in/stefano-alva)  
(LinkedIn)

## Top Skills

Data Analysis  
Python  
R

## Languages

Spanish (Native or Bilingual)  
English (Full Professional)

## Certifications

Certificate in Sustainability  
Certificate in Entrepreneurship

# Stefano Alva

CCO at FTF Energy  
Miami, Florida, United States

## Experience

### Farm to Flame Energy Inc.

4 years 3 months

#### Chief Commercial Officer (CCO)

September 2022 - Present (1 year 8 months)

Miami, Florida, United States

#### Chief Financial Officer

February 2020 - October 2022 (2 years 9 months)

Pittsburgh, Pennsylvania, United States

- Utilize financial modeling to quantify the economic, social and environmental advantages of Farm To Flame's technology
- Build value maximizing financial propositions tailored to clients' energy problems
- Develop a standardized commercialization strategy that enables long term growth

### Gables Engineering

#### Intern in Business Development

July 2018 - August 2018 (2 months)

Miami/Fort Lauderdale Area

- Developed of a project schedule that monitored and tracked the launch of a cockpit control panel
- Collaborated with design engineers to build dozens of technical sales fact sheets for avionic products
- Assisted the Vice President on a day to day basis, creating presentations and excel spreadsheets about the services and products that Gables Engineering offered, to further develop relationships with current and potential customers

### Nutrisol Vite S.A.

#### Intern/Project Manager

June 2017 - August 2017 (3 months)

Cartago, Costa Rica

- Developed standard operating procedures for Nutrisol-Vite as it transferred to a larger warehouse

- Optimized warehouse operations by using \$2+ million worth of revenue data to relocate products according to their respective sales volume
- Engaged with company health representatives to comply with safety requirements
- Created an adaptable Excel program to determine product positioning in their 6500+ sqft. warehouse

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## Education

### Carnegie Mellon University

Master of Science - MS, Energy Science, Technology and Policy · (2019 - 2020)

### University of Wisconsin-Madison

Bachelor of Art, Economics with Mathematical Emphasis · (2015 - 2019)