

John Friskel

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PROFILE

High-achieving Renewable Energy Certificate (REC) and Verified Emission Reductions (VER) professional with 4 years of experience in the voluntary and compliance environmental commodity markets. Clear communicator able to build durable relationships and convey complex concepts to non-technical audiences.

EXPERIENCE

June 2006-July 2010.

3DEGREES, INC.

Sr. Associate, Origination & Trading
Associate, Origination & Trading

Dec. 2009-July 2010
August 2008-Dec. 2009

Primary job responsibilities include:

- Expand trading network and establish direct trading relationships with developers, traders, marketers, government agencies, and other market participants resulting in direct transaction opportunities for the senior trading team.
- Communicate 3Degrees' market view, bring counterparties to market, and escort trades from the bid/ask stage through the trade confirmation.
- Provide Verified Emission Reduction (VER) and Renewable Energy Certificate (REC) market intelligence, manage RFI's, track market trends, and identify potential trading opportunities to the senior trading team.
- Provide support for the execution of approved origination and trading strategies as directed by the risk management committee or the Director of Origination and Trading.
- Support internal and inter-departmental processes for market pricing, sales support, contracting, cash flow management, credit/collateral requirements, and other relevant processes.
- Markets worked: WECC, MRO/MISO-rto, SPP, ERCOT, SERC, RFC, and PJM-rto

Corporate Outreach and Business Development

June 2006-August 2008

- Built a multimillion-dollar sales pipeline of Fortune and Global Fortune 500 customers for the leading U.S. climate solutions firm. Connected with Energy Managers, Corporate Social Responsibility leads, and C-Suite executives.
- Generated \$809,000 in new business sales in 2007. Directed the sales process from "cold call" to contract execution. In 2007, opened 20 new accounts and sustained strong margins despite a fiercely competitive market.
- Managed individual contract negotiations up to \$250,000 per contract.
- Guided the strategy and retail launch of 3Degrees' VER product in November 2006. Reviewed project verification standards, marketable & appropriate technologies, additionally, and permanence of launch projects.
- Special Projects: Developed branding and marketing material for several product lines, performed greenhouse gas assessments for small to medium sized business using the WRI GHG Protocol, managed implementation of open source sales database (Sugar CRM), outreach for various utility programs through cold calls and coordination with local Account Managers and event staffing.

Fall-Winter 2005 **AMERICAN COUNCIL ON RENEWABLE ENERGY (ACORE)**

Washington, DC

Program Assistant Intern

- Independent research of financing models for renewable energy with weekly consultation with management and staff.
- Team member for the Renewable Energy and Energy Efficiency Partnership (REEEP) North American Secretariat. Assisted program manager in developing and implementing program strategies for the management of the Renewable Energy & Energy Efficiency contact.
- Conducted Research in support of ACORE Presentations of the senior management team.
- Logistical and technical support for ACORE's national policy conference, "Renewable Energy in America: Policies for Phase II".

- Fall 2004 **EPIIC INSTITUTE FOR GLOBAL LEADERSHIP** Medford, MA
Program Assistant
- Lead a discussion group of 12 students focusing on the future of oil and water and their role in the global energy debates. Text covered: *Energy at the Crossroads* (Vaclav Smil)
 - Researched microfinance models for renewable energies. Coordinated with MBA candidates from the MIT Sloan School of Business to develop a rural electrification model for Afghanistan via microfinance. Presented findings to USAID.
- 2001-2002 **UNITED STATES PEACE CORPS** Washington, DC
Natural Resource Manager—Niger, West Africa
- Educated villagers in rural villages about identifying and protecting natural resources using appropriate technologies.
 - Promoted sustainable field design, energy efficiency, and soil remediation techniques.
 - Managed village development projects including a community garden, tree nurseries, and a rabbit husbandry enterprise.
 - Member: Peace Corps Gender and Development initiative.

PUBLICATIONS

Friskel, John. "Purchasing Power: REC's Keep Renewable Energy Competitive in the Marketplace." Environmental Design + Construction. 1 Feb. 2007.

Friskel, John. "Best Practices for Carbon Balancing" National Association for Energy Managers (NAEM) Newsletter. Spring, 2008.

EDUCATION

- June 2004 **FLETCHER SCHOOL—TUFTS UNIVERSITY** Medford, MA
Graduate level summer course work: Institutional Aspects of International Trade
- May 2001 **UNIVERSITY OF NOTRE DAME** Notre Dame, IN
B.S. Environmental Science and Anthropology