

KEVIN DUELL, PE, LEED AP

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Over thirty years diverse experience selling, designing, managing and delivering building and energy efficiency projects in all major sectors. Unique combination of technical, business, sales and marketing training and experience. Articulate and persuasive with an eye to meeting customer needs. Highly self-motivated, positive, enthusiastic and value focused.

Client recommendation: *"It is always a pleasure to work with Kevin. His attention to detail and ability to think outside the box are highly valued traits that help make every project run smoothly. His work was always completed within the set project schedule and he was available to coordinate work in a timely manner. His ability to communicate clearly and easily . . . is an asset that enhances every project he touches."*

CORE STRENGTHS AND EXPERTISE

Sales, Business Development

- Over 10 years success marketing and selling consulting services
- Passionate about pursuing new work and professional relationships: Over one thousand industry contacts
- Energetic public speaker and presentation designer, nicknamed "Performance Engineer"
- Experienced with consultative and Challenger selling methodologies

Energy Efficiency / Sustainability

- Extensive experience with sustainable design principles and practices
- Deep working knowledge of utility and State incentives and tax credits
- Consulted on more than two dozen LEED®/green design projects

Design Engineering

- Designed systems for buildings ranging from hundreds of square feet to hundreds of thousands
- Developed innovative energy savings systems for enterprise-scale data centers
- Coordinated work efforts with other design professionals, owners and contractors
- Created time and error saving procedures and tools

Leadership / Teamwork

- Build and run multidisciplinary, matrix and remote teams
- Mentor, educate and inspire staff
- Trained in management ethics, professional conduct and HR procedures
- Idea Geyser, Manifestation Maestro
- Broad experience with group dynamics, team decision making

KEY TERMS

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|--------------------------|----------------------|-------------------------|--------------------------|
| • Mechanical Engineering | • HVAC Design | • Plumbing Design | • Data Centers |
| • Business Development | • Medical Facilities | • Industrial Facilities | • Microelectronics |
| • Sales Engineer | • Codes, Standards | • Outside Sales | • Compressed Air Systems |
| • Green Building | • Energy Audits | • Hydronic Systems | • Composer, Songwriter |

WORK HISTORY

NW Natural, Portland, OR

Lead Engineering Consultant (2020 – present)

- Code and standards: new code proposals, amendments to existing and proposed language, participation in code development proceedings including oral and written testimony, debate, Roberts Rules of Order
- Emerging technology: aiding development, market deployment, piloting, research, international consortia
- Multifamily housing: supporting developers, designers and builders for new construction and renovation

NW Pump & Equipment, Portland, OR

Industrial Outside Sales / Applications Engineer (2017 – 2020)

- Prospecting sales opportunities, maintaining and growing existing customer accounts for compressed air systems
- Assessing and analyzing industrial facilities for energy savings and system upgrades
- Designing, pricing and presenting proposals for modifications and new systems
- Analyzing bid documents for equipment requirements, quoting to meet complex project needs
- Serving microelectronics, wood products, food processing, labs

TCM / Southland Industries / Enviser, Portland, OR

Project Sales Representative / Account Consultant (2015 - 2016)

- Prospecting for new clients and HVAC & Plumbing projects
- Surveying & scoping system upgrades, pricing and proposal development & presentation
- Project delivery: design, Code Review, planning, purchasing, QA/QC
- Example projects: HVAC & plumbing for indoor cultivation, megawatt data center, medical boiler plant upgrades

River Mountain City, Portland, OR

Co-Founder and CFO (2014 - Present)

- Financial management for start-up not-for-profit providing life-building skills training

Future Stewards, Portland, OR

Founder and Principal (2013 - 2015)

- Providing marketing and promotional services to green businesses and sustainability heroes
- Campaign design and performance including video scripting, production, post-production and distribution
- Content creation and leveraged sharing via blogs, podcasts, and multiple social media channels

Jacobs Engineering / CH2M Hill, Portland, OR

Mechanical Engineer - Fire protection, Plumbing, HVAC (2011 - 2013)

- Designed and coordinated construction of industrial, high-tech facilities for Fortune 100 clients
- Chilled water, process cooling water, air handlers, chillers, boilers, ventilation
- Delivered projects via all-discipline integrated design teams
- Member of Sustainable Solutions Community of Practice
- Example projects: HVAC & plumbing for microelectronics, megawatt data centers, refinery, mission critical, labs

Nexant, Portland, OR

Senior Project Engineer (2009 - 2011)

- Adapted and implemented marketing and sales plan for energy engineering firm
- Connected distributors and contractors to Energy Trust programs, leveraging industry contacts
- Created and conducted market effectiveness survey for incentive program
- Managed incentive calculator software development
- Reviewed energy efficiency proposals and studies
- Consulted with design teams to enhance energy savings
- Completed primary contract on time, under budget (several hundred thousand dollar fee)

Interface Engineering, Portland, OR

Associate, Senior Mechanical Engineer (2006 - 2009)

- Co-led team of 16 engineers, designers, and support staff for mechanical/electrical engineering firm
- Responsible for fees of \$3 million per year affecting \$50 million construction costs
- Directly served multiple high-profile clients
- Provided QA/QC of design documents and construction
- Interviewed, hired, trained and evaluated staff
- Brought previous clients into firm portfolio, worth hundreds of thousands in fees
- Designed and delivered educational presentations for clients and industry peers
- Example projects: high-rise residential, medical facilities, energy modeling

MKE & Associates, Portland, OR

Associate Mechanical Engineer (1997 - 2006)

- Responsible for firm's major projects and key clients for mechanical/electrical engineering firm
- Led project design teams for HVAC, plumbing, fire protection, and controls design
- Won new clients for firm with personalized marketing efforts; team-developed company website
- Mentored colleagues and junior staff
- Example projects: schools, offices, retail, central plant upgrades

Glumac, Portland, OR

Mechanical Designer (1993 - 1997)

- Managed and designed HVAC & Plumbing projects for mechanical/electrical engineering firm
- Responsible for client contact and management
- Example projects: central plant upgrades, complex HVAC & plumbing upgrade on live hospital, medical office

EDUCATION AND LICENSING

- BS, Mechanical Engineering, University of Washington, 1993, Cum Laude
- Registered Mechanical Engineer since 1998, Licensed in Oregon and Washington

AFFILIATIONS

- Member, ASHRAE
- Member, ASPE (past)
- Ambassador, Living Building Challenge, ILBI (past)
- Climate Champion, The Climate Reality Project (past)