

Steven J. Kowalski, MBA

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Profile

Successful senior level professional with both technology and advanced business degrees and over 18 years of experience administering facility improvement projects including: sales, facility management, engineering (HVAC and controls), performance contracting, energy management, marketing and public finance. Proven ability to administer construction projects and deliver quantifiable results successfully in extremely competitive and ambiguous industry. Aptitude for collaborating with multiple stakeholders throughout all levels of an organization while developing and clearly presenting very technical facility improvement plans to both technical and non-technical audiences many times in large public settings. Ability to lead and collaborate with highly educated teams of Engineers and Projects Managers both internally and within the Architectural, Engineering, Construction Management industry including members of the Capital Development Board and Central Management Services of Illinois.

Accomplishments

- Through personal and professional leadership, helped develop and grow the NORESCO Midwest business from 1 employee to over 30 in 5 years by developing and implementing over \$26 Million worth of socially responsible, facility improvement projects with a focus on the Illinois education market
- Developed facility improvement projects for some of the highest profile customers in the State of Illinois and established a solid reputation for NORESCO who was new to the Midwest
- Through hiring, mentoring and leadership, leveraged the strength of this new solid reputation with teams of new employees, developed a strategic marketing effort to “brand” NORESCO as the “Open and Honest” company, and personally wrote extensive proposal material, presentations, white papers and case studies to be shared across the Midwest that was all instrumental in developing over \$100 Million worth of new business for the team in less than 5 years
- Established socially responsible projects, such as Illinois State University, where in addition to cost effective facility improvements, the merits of the project were designed to benefit the University community in the form of internships, academic awareness, communication and social interaction
- Through creative public financing, established over \$10 Million worth of interest free, federally funded loans for Illinois schools in low income areas that was used to complete millions worth of facility improvements to create more effective learning environments
- MBA from “The Kellstadt Graduate School of Business” at DePaul University. – Top 4th nighttime MBA program in the nation. Graduated with distinction and highest honors
- Undergraduate degree from Illinois State University – B.S. Industrial Technology

Professional Experience

NORESCO, Des Plaines, IL

May 2007- Present

Senior Account Executive – Energy Performance Contracting

- Create, develop and implement multi-million dollar, cost effective, facility improvement construction projects for the public sector with a focus on the Illinois Higher Education market
- Provide leadership to help develop a Midwest Regional Office of Engineers, Construction Managers and Account Executives responsible for developing large facility improvement projects for Illinois' public sector
- Lead those cross functional teams of professionals to develop complicated engineering solutions that align with a variety of customer goals
- Work collaboratively with senior level financial administrators to help develop cost effective and creative financial strategies and models to fund large facility improvement projects
- Develop, write and communicate a successful branding strategy for the NORESCO Midwest Regional Office that creates a clear focus and strategy for the entire team and drives quantifiable business results
- Negotiate financial and legal contractual agreements consistent with Illinois' legislation and customer requirements

Siemens Building Technologies, Mt. Prospect, IL

May 2001-May 2007

Account Executive - Performance Contracting, Energy and Environmental Services Group

- Establish relationships with school administrators, understand the different needs and priorities of decision makers at multiple levels, determine their benefits of using alternative construction methods (Performance Contracting) and communicate those benefits to all decision makers at all levels to develop cost effective, facility improvement projects
- Lead internal and external teams through the sales process and establish creative solutions to various client issues related to facilities and budgets
- Establish financial projections and build life cycle cost models to help schools finance projects with current budgets, referendum dollars, future energy savings etc.
- Develop, write and present proposals to all levels of the administrative teams and respective school boards
- Design and negotiate the financial and legal aspects of all contractual agreements

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The Quaker Oats Company, Chicago, IL

April 2000-May-2001
(1 year assignment)

Marketing Management Consultant, e-Customer Group

Built a team of marketing professionals to analyze emerging “online grocery stores”. Designed, programmed and implemented a complete digital reporting system to accommodate online grocers’ unique product data information recovery system. Used the new custom reporting system to analyze purchasing trends, product assortment ratios, customer demographics, etc. to protect brands, run promotions and increase sales. Designed, authored, created and published the internal and external communication newsletters for the e-Customer Group of Quaker Oats. - Over 12,000 recipients.

Johnson Controls, Inc., Arlington Heights, IL

Feb 1994 – April 2000

Performance Assurance Specialist/Energy Consultant

Jun 1999 – April 2000

Monitored and managed over \$41 Million worth of energy savings agreements. Acted as primary energy consultant for customers. Prepared and presented annual facility cost and energy reports to school boards. Maintained 100% customer retention with a 0% shortfall record.

System Application Engineer

May 1995 – Jun 1999

Engineered, programmed and commissioned commercial and industrial building automation systems. Maintained customer relationships while supporting the sales force. Managed union and non-union subcontractors, job meetings and project schedules

Engineering Aide

Feb 1994 – May 1995

Designed, programmed and implemented a complete computer graphics interface package for the facility control system at the State Farm Corporate South Project in Bloomington IL

Education/Affiliations

M.B.A. DePaul University, June 2001. G.P.A 3.8/4.0 -Graduated with distinction, highest honors
Courses include: Negotiation Skills, Creativity in Business, Marketing Management, Finance, Accounting and Resolving Conflict, among many others.

Co-founder of the DePaul MBA Association – V.P. Communications/Marketing

Inducted into the Delta Mu Delta Honor Society in June 2001.

B.S. Illinois State University, May 1995 Major: Industrial Technology, concentration in Computer Graphics - Executive Board Member of Sigma Alpha Epsilon Fraternity.

Member of the Illinois Association of School Business Officials (IASBO) – Active committee member of the Budgeting and Financing Committee for IASBO.

Passed the “Certificate of Energy Management (CEM)” exam from the Association of Energy Engineers in 2001.

Active member of the Midwest Association of Physical Plant Administrators (MAPPA)