

# Joshua Hyde, Director of Engineering

Facilities Engineering ■ Global Portfolio Leadership ■ Energy Efficiency

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U.S. Department of Energy Award-Winner

Certified Project Management Professional (PMP) ■ LEED Accredited Professional (LEED AP)  
Certified Energy Manager (CEM) ■ Certified Energy Procurement Professional (CEP)



Quality



Sustainability



Innovation

17+ years of expertise in leading critical facilities engineering programs internationally. Bring to the table award-winning technical expertise in energy conservation measures (ECM), portfolio leadership, and operations direction, driving nearly 100% mission-critical facilities and data center uptime. Talent for identifying and seizing savings opportunities and building high-performance teams. Offer added value in winning multi-million-dollar deals with large organizations across an array of sectors; generated more than \$255M in new projects.

**Engineering Leadership:** Strategic Planning ■ Quality Management ■ Project Management ■ Energy & Sustainability Proposals ■ Presentations ■ Hiring, Training, Coaching & Mentoring ■ Performance Management Budgets ■ Measurement Processes & Tools ■ Team Building ■ Regulatory Compliance Building Controls ■ Inspections & Audits ■ Due Diligence ■ Operating Procedures ■ Negotiation

**Technology:** Computerized Maintenance Management Systems (CMMS) ■ MS Office ■ MS Project

*“Joshua was an instant success within our organization. He immediately built rapport, brought a wealth of local market knowledge, and helped bring new qualified customers into our business development team.”*

*-- Jon Marchman, Director of Project Development, NORESCO*

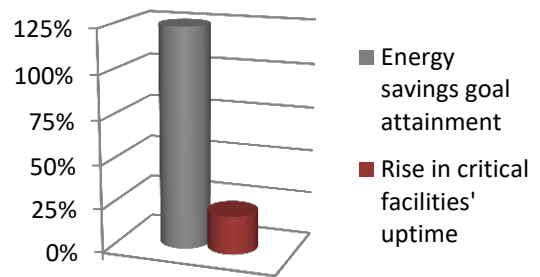
## CAREER TRAJECTORY

WELLS FARGO & CO. ■ New York, NY ■ Oct 2016 – Present

Vice President | Head of Engineering, Americas

Commandeer engineering services delivery for 30+ buildings and central command center for Americas portfolio. Administer ~\$20M in regional capital projects and operating budgets. Ensure code, standards, and policy compliance. Manage procurement and sales of energy and renewable energy credits. Identify and apply for state and local utility grants and incentives; oversee incentives and utility bill payments. Plan and oversee corrective action plans for audit findings.

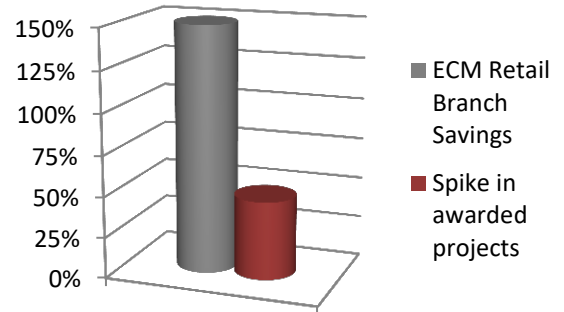
- **Reached 99.9998% mission-critical facilities uptime and 100% data center uptime** via proper planning, staffing, controls, training, incident resolution, and rapid risk mitigation.
- **Beat energy savings goal by 29% despite lack of a capital budget for energy projects.** Identified and seized opportunities fundable from operational budget. Renegotiated energy purchasing contracts. Secured \$1M in grants and incentives from state and local utilities.
- **Currently triggering efficiency gains and enhancing the user experience.** Spearheading Internet of Things (IoT) engineering, sustainability, and smart-building design for a massive, 1.1M sq. ft. installation with \$250K in custom incentives. Also leading one of the first power-over-Ethernet lighting installations in New York City.
- **Slashed code violations to zero and nearly eradicated work ticket response and resolution failures.** Bolstered accountability for service-level standards. Improved asset data accuracy. Deployed iPad-based work order system.



**CBRE GROUP** ■ New York, NY ■ Apr 2015 – Oct 2016  
**Vice President | Global Director of Energy & Sustainability**

Led global energy and sustainability programs for 2 global financial services corporations. Directed capital project portfolios globally (6,000 sites). Guided company’s largest energy team, spanning US, Latin America, Europe, Middle East, and APAC. Fostered support for sustainability program with internal stakeholders and clients.

- **Won IAC Alumni Distinguished Career Award** from U.S. Department of Energy for energy engineering excellence.
- **Generated \$5M+ annual energy savings across global portfolio.** Instituted policies to deploy “Top 10” ECMs worldwide. Initiated low-cost retro-commissioning audits and checklist-based programs for retail branches.
- **Fueled 48% rise in projects awarded by driving ECM collaboration of larger facilities team.** Rolled out new tools, incentives, and designated area “energy champions.”
- **Multiplied overall ECM retail branch savings 150%+.** Adapted CMMS to conduct and track energy surveys. Leveraged local incentives to implement lighting retrofit program.
- **Opened visibility into thousands of ECM projects and boosted metrics accuracy.** Transitioned project tracking to SharePoint linked to Tableau for real-time reporting.
- **Directed LED upgrades at dozens of offices, hundreds of branches, and retro-commissioning at 35 global sites.**



**NORESCO – UNITED TECHNOLOGIES CORPORATION** ■ New York, NY ■ Jun 2009 – Apr 2015  
**Senior Project Developer**

Hired to expand team and engineering solutions across NY, NJ, and PA. Developed guaranteed energy savings capital projects for clients. Headed end-to-end services, from engineering studies to turnkey capital projects. Managed team.

- **Pioneered development of a \$67M proposal** for Yale Hospital for a cogeneration plant to provide utilities.
- **Headed implementation of Columbia Univ. campus-wide SCADA-based metering system** (175 meters).
- **Drove large-scale, multi-phase asbestos abatement project** for 250-year old central plant.

**EARLY CAREER HIGHLIGHTS**

**JOHNSON CONTROLS, INC.** ■ **Lead Project Development Engineer, Energy Performance Solutions** ■ 2003 – 2009

- **Steered solutions development of \$250M+ in energy projects** in K12, government and MUSH markets.
- **Accelerated project approvals by NY State by 20%** by formulating standardized calculations to minimize errors.
- **Pivotal role in meeting aggressive energy savings target** and securing contract renewals.

**WEST VIRGINIA UNIVERSITY** ■ **Energy Auditor & Research Assistant** ■ 2002 – 2003

**EDUCATION**

- Master of Business Administration (MBA), Financial Management** ■ *West Virginia University – Morgantown, WV*
- Master of Science (MS), Industrial Engineering** ■ *Pace University – New York, NY*
- Bachelor of Engineering (BE), Mechanical Engineering** ■ *University of Madras – Chennai, India*

**CERTIFICATIONS**

- Master of Corporate Real Estate (MCR) Candidate** ■ *CoreNet Global*
- Project Management Professional (PMP)** ■ *Project Management Institute (PMI)*
- LEED Accredited Professional (LEED AP)** ■ *U.S. Green Building Council*
- Certified Energy Manager (CEM)** ■ *Association of Energy Engineers*
- Certified Energy Procurement Professional (CEP)** ■ *Association of Energy Engineers*