

Isaac Greenberg

413-374-1246 | isaacgreenberg17@gmail.com | isaacgreenberg.com | 116 Wheelmeadow Dr, Longmeadow MA, 01106

Hardworking, energetic, curious, and ambitious renewable energy professional seeking a position to create a better and more sustainable world through finance and development. Interested in opportunities in renewable energy to promote quality job growth, reduce humanity's carbon footprint, and preserve our planet.

Work | Educational Experience

Business Development Fellow, Solstice Power Technologies

Cambridge MA, Sept 2020-Present

- Supported community solar project pipeline development, managed internal and external acquisition partner data and relationships, improved internal and external data management processes.
- Built a Salesforce workflow for tracking project and acquisition partner opportunities and relevant activities.
- Managed customer data from origination to conversion across company systems. Refined firmwide data management processes to improve data integrity and minimize inconsistencies across systems.
- Performed extensive research on community solar markets and legislation. Attended project management calls with leading renewable energy financiers and developers. Supported the collection and tracking of project management metrics.

Complete Financial Modeling for Project Finance in Excel, Udemy

Jun 2020

- Achieved certification in project finance modeling covering topics including VBA, Excel best practices, reserve accounts, revolving credit facilities, debt sculpting, scenario analysis and model optimization.

Bachelor of Business Administration, Villanova University Bartley School of Business

Villanova PA, Class of 2020

Majors: Finance, Real Estate, Management Information Systems | Cumulative GPA: 3.73

Property Management Intern, Paramount Group REIT

New York City NY, Jun-Aug 2019

- Assisted Property Management team with invoicing, work order processing, budgeting, tenant relationship management, cost forecasting, lease analysis, crisis management, development and building engineering.
- Worked with Asset management, Engineering, and other Property Management teams on various projects.

Office Assistant/Warehouse Manager, City Tire Company

Springfield MA, Jun-Aug 2014-2017

- Analyzed accounts and purchased tires and other necessary goods for day-to-day operations
- Managed and distributed warehouse inventory amongst satellite stores and customers.

Teacher's Assistant, Professor Velez

Villanova PA, Jan 2017-May 2020

- Format worksheets and conduct research relating to entry level existential literature.
- Proctor tests and class sessions throughout class year.

Activities | Leadership

Human Resources Director, NOVAdance

May 2019- April 2020

NOVAdance is a fundraising effort that culminates in a dance marathon each spring to help fight pediatric cancer

- Director of HR Operations. Responsible for campus-wide fundraising, involvement, awareness and relations with paired families. Direct oversight of 4 teams with over 700 combined members.
- Increased freshmen leadership fundraising by 60% and general campus involvement by 40%.
- Duties included advertising, recruitment, project management, target marketing, budgeting, fundraising projections, human capital management, interviewing, donor outreach, sponsored family outreach.

Volunteer, Ostional Nature Reserve

Costa Rica, July 2018

- Worked for the preservation of various sea turtle species and their natural habitats.
- Conducted field research monitoring sea turtles gathering population, hatching, and growth data.
- Learned the socio-economic challenges facing conservation efforts.

Skills

Technical

- ARGUS Enterprise Certified; Project Finance; Bloomberg Market Concepts; MS Office; MS Excel VBA, Salesforce CRM; Tableau, SAP ERP & SQL familiarity; Low-Code AI applications, Zingtree, Python

Language

- Conversational Proficiency in Spanish

Interests

- Hiking, Traveling, New England Sports, Crystal Palace FC, Soccer, Football, Basketball, Ultimate Frisbee, Guitar, Reading, Wildlife, Conservation, Sustainable living, Renewable Energy, Fighting Pediatric Cancer, Volunteering, Counseling, Astronomy, Psychology, Technology

Personal Statement

I believe that each person should strive to find solidarity with other people and drive personal growth through the betterment of others. I will continue to push myself to be the best version of myself I can be as a means not only to my own happiness, but to increase the happiness of others as well. I strive to be curious, ask questions, learn, be wrong, and question what I know. I know I will never have all the answers to any question, yet I embrace the expansion of knowledge and growth that comes from exploring what I do not yet know.

Personal Development Projects

- Solar Development Model w/ VBA Macros, TMY irradiation, RCF, DSRA, MRA, TEI partnership flip
- Reading on Psychology, Human Natural & Social History, & Social Capital to better understand people
- Financial Modeling & Machine Learning in Python