

Cindy Bambini

Director of Business Development at Brightergy | Helping others take control of energy.

Summary

Dynamic, award-winning, business development, product management and sustainability executive with a technical DNA. I have diverse energy and utility related expertise including renewable energy, solar projects, distributed generation, smart grid, energy efficiency programs, wind energy, energy policy, data communications and the internet of things. I am an effective and articulate communicator with ability to build rapport with individuals at all levels. Results-oriented and effective team leader with extensive supervisory history. Specialties: Business development, product management, new product launch, team leadership/supervision, public speaking, sales, renewable energy, energy efficiency, networks and networking

Experience

Director of Business Development at Brightergy

January 2012 - Present (3 years 7 months)

Brightergy is a new kind of energy company. Our solutions focus on cheaper, cleaner, and more efficient forms of energy - including solar energy, Capstone MicroTurbines, energy efficiency, and energy management tools and services. We focus on being a company's long-term energy partner, offering transparency, simplicity, and insight. My primary responsibility is identifying and developing energy partnerships with businesses based in Eastern Missouri with a specific focus on Healthcare and Education.

Our team has completed more than 1,200 energy projects for more than 600 clients. We are saving our partners more than \$100 in operating expenses.

Senior Ameren Partnership Manager at 3Degrees

August 2007 - January 2012 (4 years 6 months)

Managed the Pure Power program via a silent partnership with Ameren Missouri. Pure Power is a Green-e Certified Voluntary Renewable Energy Certificate program that supports the development of new Renewable Energy projects in Missouri and the Midwest.

2 recommendations available upon request

Strategic Projects Engineer at Ameren

January 2002 - August 2007 (5 years 8 months)

Responsible for the development and oversight of the broadband over power line/smart-grid and utility consumer renewable energy programs. Responsibilities include strategy formulation/business planning, Request for Proposal development and response solicitation, marketing plans, vendor relations, technological development and program deployment across Ameren subsidiaries. Industry development: IEEE Standard 1675 - Broadband over Power Line for Hardware, Co-author and Working Group Chairman. Standard published 2008.

Product Engineer at Ameren

January 2002 - July 2007 (5 years 7 months)

Developed Broadband over Powerline (BPL) Product Trial and co-authored IEEE 1485 BPL Standard.

Technical Sales Manager at AT&T

June 1985 - November 2006 (21 years 6 months)

Network and Data Major Account Sales

Various Supervisory and Management Roles at SBC Communications (AT&T)

June 1985 - November 2001 (16 years 6 months)

Skills & Expertise

New Business Development

Public Speaking

Program Management

Sales

Business Development

Sustainability

Energy Efficiency

Renewable Energy

Marketing Strategy

Energy

Strategy

Solar Energy

Project Planning

Strategic Planning

Management

Marketing

Sustainable Energy

Smart Grid

Product Development

Project Management

Business Strategy

Non-profits

Contract Negotiation

Nonprofits

Start-ups

Budgets

Leadership

Entrepreneurship

Alternative Energy

Proposal Writing

Cleantech

Strategic Partnerships
Team Building
Wind
Energy Policy
Photovoltaics
Business Planning
Energy Conservation
Sustainability Consulting
Energy Management
Energy Audits
Demand Response
Cross-functional Team Leadership
Environmental Awareness
Sustainable Business
Customer Service
Social Media
Sales Management
Account Management
Negotiation

Education

Washington University in St. Louis

MBA, Marketing, 1985 - 1989

University of Missouri-Columbia

BSIE, Industrial Engineering, 1981 - 1985

Activities and Societies: Griffiths Leadership Society, Kappa Alpha Theta

St. Joseph's Academy

1977 - 1981

Honors and Awards

2010 -2013 - Award of Merit, St. Louis Green Business Challenge 2009 - EPA Green Power Leadership Award Winner - Best Green Power Marketing Campaign - Pure Power is P.U.R.E.*Genius 2009 - Recognized on St. Louis ALIVE Magazine Buzz List, St. Louis most talked-about people, places and ideas. 2008 - EPA Green Power Leadership Award Winner - Best New Program - AmerenUE Pure Power

Interests

Public speaking, facilitating, volunteering, environment, exercise, being outdoors, sunshine, sports (watching and playing), live music, skiing, cooking

Volunteer Experience

Board of Directors Immediate Past President at St. Louis Earth Day

September 2009 - Present (5 years 11 months)

Foundation Board Member at Kirkwood School District

August 2013 - Present (2 years)

Griffiths Leadership Society - Membership Chair at University of Missouri

August 2012 - Present (3 years)

Member Greens Schools Committee at USGBC-Missouri Gateway Chapter

June 2004 - Present (11 years 2 months)

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2 people have recommended Cindy

"Cindy is a delight to work with. She won a national award for a marketing campaign that we worked on together. I would highly recommend her for any job, both for her talent and her upbeat, joyful personality. She's a winner!"

— **Jerry Naunheim**, *Owner, Jerry Naunheim Photography LLC*, reported to Cindy at 3Degrees

"In short, she is passionate about her work and the best boss. Clear in her communication about what needs to happen to ensure a successful outcome. Recommend anyday."

— **Cynthia Smith**, **LEED AP**, *Advocate - Part Time, 3Degrees*, reported to Cindy at 3Degrees

[Contact Cindy on LinkedIn](#)