

**Dan Marsh**  
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**I am a highly innovative, motivated, and technically-oriented professional looking for a position as a building engineer, plant operator or in energy management in the San Antonio, TX area**

## **PROFESSIONAL EXPERIENCE**

I have more than 23 year's hands-on experience regarding commercial HVAC systems as a service mechanic. This gives me a leg up on most of the competition when it comes to really knowing how a facility operates.

- Johnson Controls, Wattinger Service, Prime Mechanical

I have more than 4 years' experience with controls & energy management systems as an energy manager and troubleshooter on large campuses. My experience also includes pneumatic controls.

- Motorola with Advanced Systems Integration
- Micron Technologies and Intel Corp with DPR Construction

I worked more than 15 years for OEM valve companies as a regional sales manager, selling energy saving automatic balancing valves and (PICV) Pressure Independent Control Valves to large HVAC equipment manufactures. I learned how to effectively communicate with the OEM engineers & executives and quickly learned how to negotiate win-win deals with their purchasing agents.

- Trane, Carrier, Climate Master, Aeon while at Hays Fluid Controls
- Johnson Controls, Water Furness while at Flowcon International

## **EDUCATION**

Accredited Texas Energy Management – Texas Energy Managers Association – (coming) 2018  
Certified in Sustainability Management – Everblue Training Institute in 2012  
Managing the Distributor Sales Network - American Management Association 2011  
Strategic Sales Negotiation – American Management Association in 2010  
Project Management Training - Motorola  
Bachelors Degree in Business Administration - Century University – 2001  
Texas State Technical College - 1979

## **PERSONAL ACCOMPLISHMENTS**

Invented several different types of underwater weed cutting machines

Awarded (3) Three U.S. Patents regarding the automotive industry

Developed the USA's first\* dual-layer, geothermal heat pump system with integrated earth stored solar thermal energy.

\*(according to IGSHPA) I collected performance data on it for over 5-years

Home was featured on the Discovery Channels show named Renovation Nation due to all the innovative features I designed and personally installed.

Wrote a children's paperback titled Green Dan Says! 'Renewable Energy is Cool.

I have a serious amount of knowledge when it comes to facilities, commercial HVAC and energy management systems. Combine this with knowing how to effectively negotiate with C management & vendors and I have an unbeatable combination of skills.

I'm not retiring anytime soon and am ready to put all this to work for you in order to 'MAKE A DIFFERENCE'

Sincerely,  
Dan Marsh, CSM  
San Antonio, TX  
210-373-5770