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Bachelor of Architecture, Louisiana State University, 1999

- 20 years of experience in sales, design, construction and development in the Americas
- Expertise in Building Information Modeling (BIM)
- Expertise in Solar Energy Sales, Consulting, Design and Development
- Actively involved with Product Development, Energy Research, Technology and Sustainability
- Notably determined, innovative, flexible, adaptive, effective and creative approach to Sales, Projects and Businesses

AI has experience with Architecture, Design, Business Consulting, Product Development, Technology, Sales, Renewable Energy and Real Estate Development since 1993. Worked for major influential companies such as CABLE & WIRELESS, CH2MHill, and BENTLEY SYSTEMS. In 2002 became involved in Nanotechnology with emphasis on Energy Production and Material Science. Since 2010 has been developing several products and services to address specific market niches in Construction and Sustainability. In 2013, founded SAIAZ to develop a Business Ecosystem engineered to promote and facilitate business world-wide, with emphasis on Self-sufficiency, Automation and Sustainability. In 2014, founded Transfenergy, which provides Renewable Energy Solutions, with direct involvement in over 56MW DC of Solar PV projects, including (n)-4(d R)7(eal)TJETQq0.00000912 0 6 6.9337.2

installation service (DIYWH). AI still advises Solar Developers and is currently developing with a team, Automation, Tracking, Integration and Structural systems for Photovoltaic products that will be offered World-Wide, while expanding his Residential Solar Business with Sunrun in California and Illinois.

- Generated the highest number of leads nationwide stores on the months of June and July. All of these leads were generated by pitching Sunrun services at Costco stores.
- Top five Lead generator nationwide in the Month of August
- On the month of August, has converted over 70% of leads into Opportunities.
- On the month of July, from the Leads and Opportunities generated, 32 proposals were presented by the Consultants, out of which 6 orders were obtained.

Sungevity, Inc; Oakland, California; Jun. 2016-March 2017

SOLAR SALES CONSULTANT

- Provided great customer experience on every interaction by phone, with live personalized online presentations and in-person, by fully educating them on making the right choices regarding their solar needs.
- Educated and closed 75 sales of residential solar systems across the U.S. in less than 9 months, doubling required sales quota on 3 of the worked months with overall ranking in the top 30% of a very strong, skilled and well selected sales force of over 80 consultants.
- Developed and maintained good a strong referral network of satisfied customers that referred friends and family to also purchase residential solar systems.
- Updated and managed lead ratings, systems pre-design, pre-construction project management and customer interaction in highly customized Salesforce CRM
- Demonstrated high work ethic, always being in the top 5 most productive sales consultants with persistent, strong-willed strategic and efficient sales prospects pipeline building.

Panama Clean Energy Group (PCEG); Panama, Panama; Jun. 2015- August 2016

- design, optimization, financial analysis, engineering, licensing, permitting, procurement, construction management, O&M and development.
- As Designer focuses on the project layouts, production of construction documents, racking product design and development, and Building Integration Photovoltaics (BIPV) with the use of advance Building Information Modeling (BIM) tools.

Real Estate and Investment Business Consultant; U.S and Latin America; May 2009-Present

BUSINESS CONSULTANT

- Prior to real estate and investment consulting, was introduced to the business of finding capital and investors for family projects. In 2007 successfully oQ6ireW(s f)-3(oam231 0 0TJQ

- Successfully developed and implemented the BIM system for this Architectural firm in order to deliver government projects.
- Among them, the Pilot Plant for the Metropolitan Water District of Southern California was a BIM award nominee for 2008. Provided full capability BIM (Building Information Modeling) while designing all architectural components to detail and coordinating all disciplines.

CH2MHill; West Palm Beach, Florida; May 2003-May 2006

BIM SPECIALIST /ARCHITECTURAL DESIGNER

- As designer and

Provided the seamless design integration to the existing architecture providing watertight solar roofing to the terrace and solar canopy to access the backyard, with semi-optimal orientation of the solar panels for maximum performance while respecting the existing aesthetics and neighborhood architecture, and as consultant, remotely provided quality control of the electrical installations and the interconnection. Also, as consultant, assisted project manager remotely overseeing all aspects of the construction using advanced visualization and communication tools. As designer elaborated the BIM (Building Information Modeling) of the structures and 3d panel layout that was used to build on-site.

Consultant and Developer; Aguadulce #1, 12MW Solar Generator; El Roble, Panama; March 2016

As Consultant, successfully integrated an engineering company to work with the developers in assuring the government and regulatory requirements to meet tough deadlines; in a very tight schedule, under high pressure and in competition with other developers, obtaining the extension of a Solar Generator License and Final Interconnection Agreement with the utility to assure the value of the project for a beneficial and winning acquisition or partnership. Also, as Consultant, with the developing team, EPC providers and bonding insurance providers, rapidly effectuated thorough financial analysis and due diligence with top legal counsel to provide assurance to the principals on time for acquisition negotiations.

extend the Definitive License to sell energy on the grid while other developers were competing to obtain the limited number of Generator Licenses available.

Project Manager and Designer; Milla 8 #1, 200kW Solar Installation; Panama, Panama; June 2015 to November 2015

As manager provided Engineering, Permitting, Procurement and Construction for the structural racking of the 200kW DC solar photovoltaic system in a 21,500 SF insulated metal rooftop providing structural engineering calculations and guaranteed seal tight water proofing. Also, as manager oversaw all aspects of the construction on-site. As designer elaborated the BIM (Building Information Modeling) of the structures and 3d panel layout that was used to build. As part of the electrical preliminary design, provided the solar panel layout and string diagram that was used to create the Construction Documents used for permits, to build and to obtain energy credits from the grid.

Project Manager and Designer; Saboga #1, 5kW Connected Solar System; Saboga, Panama; June 2015 to February 2016

As manager provided Engineering, Permitting, Procurement and Construction for the "key-in-hand" 5kW DC solar photovoltaic system in a beach house rooftop located in an island only accessible by boat or airplane. Provided the electrical and structural engineering calculations and design, guaranteed seal tight water proofing, optimal orientation of the solar panels for maximum performance, electrical installations and the interconnection. Also, as manager oversaw all aspects of the construction using advanced visualization and communication tools. As designer elaborated the BIM (Building Information Modeling) of the structures and 3d panel layout that was used to build on-site. As part of the electrical

electrical engineering calculations and design as a sample, guaranteed seal tight water

Award winning project involves a Master Plan for the three-berth, full build-out cruise terminal complex. Architectural Design Team Member for Phase 1, which involved a 94,000-square-foot terminal building. Also produced photo - realistic 3d model for design development and architectural construction documents.

Architectural Designer; Warehouse 11; Manatee County Port Authority; Palmetto, Florida; April 2005 to December 2005

Project involved the design of a 175,000-square-foot dry goods warehouse building at the Port of Manatee. Part of the team that produced the architectural construction documents.

Architectural Designer; Port Arthur Command Center; Port of Port Arthur; Port Arthur, Texas; September 2004 to October 2004

Architectural Designer; Fire-Rescue Station #7; City of West Palm Beach; West Palm Beach, Florida; October 2005 to December 2005

Project involved a fire-rescue station. Part of the designing team and produced the construction documents.

Lead Architectural Designer; Fire-Rescue Station #4; City of Boynton Beach; Boynton Beach, Florida; October 2003 to March 2004

Project involves a \$2.3-million, 8,000-square-foot fire-rescue station. As Lead Architectural Designer, produced construction documents from a 3-D CAD model.

Architectural Designer; Fire-Rescue Station #2; City of Boynton Beach; Boynton Beach, Florida; June 2004 to October 2004

Project involved a \$3.5-million, 20,000-square-foot fire-rescue station. Part of the team that produced the construction documents.

Military Facility Projects

Architectural Designer; Keesler Air Force Base; U.S. Air Force; Biloxi, Mississippi; January 2006

Architectural Design for this \$4.8-million design-build project, which involved repairing damage at the Base as a result of Hurricane Katrina. Successfully produced documents for this fast-track design-build schedule.

Architectural Designer; Willow Grove Air Reserve Station; Pennsylvania Air National Guard; Willow Grove, Pennsylvania; March 2004 to February 2005

This \$8.8-million renovation project involved several facilities totaling 118,500 square feet. The facilities included: Command, material support, vehicle maintenance, repair communication/ electronics, repair fuel cell and corrosion control, and training buildings. Lead the construction document production team.

Water Treatment Facility Projects

Architectural Designer; Water Treatment Plant (WTP); City of Albuquerque; Albuquerque, New Mexico; November 2003 to January 2004

Project involved planning a new 92-million gallons per day (mgd) surface WTP. This WTP will be the first for the City and only one of five in the entire state of New Mexico. Project includes rapid mix facility, settled water pump station, floc/sedimentation facility, ozone building, ozone contactors, filtration facility, chemical facility, gravity thickeners, backwash waste utilization facility, and finished water pump station.

Part of a four-person Architectural Design and Production Team that designed and developed 3d CAD models of the entire plant from which construction documents were generated.

Lead Architectural Designer; Pump Station; Florida Keys Aqueduct Authority; Florida City, Florida; September 2003 to October 2003

This \$2-million upgrade to high-service pump station project involved increased transfer pumping capacity, increased high-service pumping capacity, and electrical and control system upgrades. Part of the Design Team for the pump station facility that produced construction documents and specifications.

Architectural Designer; Reeves Pump Station; Clayton County Water Authority; Clayton County, Georgia. Project involved a wastewater facility for the Clayton County Water Authority. Assisted in the design and produced constructions documents from a 3-D model.

Other Facilities

Architectural Designer; Intracoastal Park Pavilion; City of Boynton Beach; Boynton Beach, Florida. October 2005 to December 2005. This \$2.1-million project includes a 12,800-square-foot waterfront community center for the City of Boynton Beach. Served as an essential team member for the design and production of constructions documents.

Lead Architectural Designer; Constitution Park Concession Building; Village of Tequesta; Tequesta, Florida; December 2004 to January 2005

Project involves an 866-square-foot concession, restroom, and assembly building for Constitution Park. Led the design and coordinated all disciplines, which resulted in very fast production time and appraised building product. Also lead the Architectural Construction Administration during construction.

International Projects

Architectural Designer; U.S. Diplomatic Compound; U.S. Department of State; Dili, West Timor; March 2003 to May 2004

Architectural Designer for a \$6-million, 5,500-square-foot U.S. Embassy building compound in Southeast Asia for the U.S. Department of State, utilizing a design-build delivery. The compound includes office and security buildings. The design was subject to a high degree of security requirements. Served as Design Development Team Member and CAD Manager.

Architectural Designer; U.S. Diplomatic Compound; U.S. Department of State; Conakry, Guinea; June 2002 to August 2002

Architectural Designer for a \$50-million, 62,120-square-foot U.S. Embassy building compound in West Africa for the U.S. Department of State, which utilized a design-build delivery. The design was subject to Federal Acquisition Regulations and involved a high degree of security requirements. Provided site plan design and BIM with Triforma.

Industrial Projects

Lead Architectural Designer/Builder; Sun Residence; Panama City, Panama

Lead Architectural Designer and Builder for the Sun residence, which involved providing renovation, design, and construction services.

Lead Architectural Designer; Various Residence Projects; Various Clients; Panama.

Lead Architectural Designer for the Lizarzaburu residence, Lachman -Filos vacation residence, and Ortiz vacation residence.

Architectural Designer; Elementary School "B;" School Board of Hillsborough County; Tampa, Florida; May 2003 to December 2002: Project involved a \$5-million, 55,000-square-foot elementary school. Responsible for 3-

Energy:

Solar Tracking: Developing a Tilted Single Axis Tracking prototype

Production and Storage: Participated on various Foresight Institute Conferences to discuss and propose nanotechnology applications to energy production and storage.

Software Development:

Building Information Modeling with Bentley.