

Jimmy Jia – Curriculum Vitae

220 Second Avenue South #216
Seattle, WA 98104
Phone: 206-462-0331

Email: jimmy.jia@de-mgmt.com
LinkedIn: www.linkedin.com/pub/jimmy-jia/1/350/679/
Website: www.jimmyjia.com

SUMMARY OF QUALIFICATIONS:

- Corporate Energy and Utility Strategy
- Strategic Capital Budgeting
- Market and Competitive Analysis
- Quantitative Statistical Analysis
- Entrepreneurial Skills
- Energy Policy
- Client Relationship Management
- Innovations and IP Management
- Public Speaking and Moderating Panels
- Education and Curriculum Development

EDUCATION

University of Oxford, Oxford, United Kingdom

M.B.A. 2008 – 2009
Member - Magdalen College, Oxford Union, Oxford Entrepreneurs, Oxford Business Network, Youth Business Development

Massachusetts Institute of Technology, Cambridge, MA, USA

M.S. in Material Science and Engineering 2002 – 2004
Thesis: “The Mechanics of Thin Film Silicon Nanomachining Using Femtosecond Laser Pulses”
Advisor: Professor Carl V. Thompson

Massachusetts Institute of Technology, Cambridge, MA, USA

B.S. in Material Science and Engineering 1998 – 2002
Thesis: “Characterization of Silicon and Germanium Nanoparticles”
Advisor: Professor Joseph Jacobson
Minor: Music Performance

TEACHING EXPERIENCE

Pinchot University, Seattle, WA, USA

Adjunct Faculty – Sustainable Energy Solutions Certificate 2011 – Present
Lead instructor responsible for the design and teaching of the 12-month curriculum. The certificate is an elective track for the MBA program as well as a stand-alone certificate.

Massachusetts Institute of Technology, Cambridge, MA, USA

Lecturer – “Microelectronic Processing Technology” 2004
Helped train graduate and undergraduate students in research procedures of the Class 100 cleanroom. Lead laboratory experiments, recitations and held office hours.

Massachusetts Institute of Technology, Cambridge, MA, USA

Teaching Assistant – “Introduction to Solid State Chemistry” 2002 – 2004
Tutored students annually and became a graduate teaching assistant two sections of 25 freshmen students out of 600 for a popular chemistry class.

PROFESSIONAL EXPERIENCE

Distributed Energy Management Inc., Seattle, WA

CEO and Co-Founder 2009 – Present
DEM aligns a company’s utility budget with business goals because most companies overspend. This alignment results in positive outcomes for your organization, including economic, regulatory and social, often all three. Responsible for business development, commercialization, research and software development of business intelligence solutions.

Technology Licensing Office - Massachusetts Institute of Technology, Cambridge, MA

Analyst

2008

Performed the first quantitative analysis of MIT's energy IP portfolio. Created success metrics such as revenue, number of IP and number of spinouts. Ranked all energy IP against those metrics to determine success criteria of licensing practices.

Olympus Corporation, Orangeburg, NY

Territory Manager

2006 – 2008

Managed capital equipment accounts, including for several Fortune 500 companies, for Olympus' industrial microscopy division in eastern New England. Maintained existing sales of inspection equipment and developed new sales for infra-red confocal microscopes.

Panasonic Boston Laboratory, Cambridge, MA

Associate Engineer

2002 – 2005

Devised and implemented a research plan that challenged commonly held theory of laser ablation of silicon. Collaborated between Panasonic, Harvard and MIT. Work was published in a peer-reviewed journal and as of 2012, was cited over 50 times.

SELECT CONFERENCES AND PRESENTATIONS

- J. Jia (Keynote) *Innovations at the Intersection of Infrastructure* Southeast Energy Efficiency Alliance October 2016
 - J. Jia *Driven by Demand: How Energy Gets its Power* MIT Enterprise Forum Northwest September 2016
 - J. Jia., *Great Decisions: Energy Independence*. Bainbridge Arts & Humanities Council, Bainbridge Island, WA (February 2014)
 - J. Jia (Moderator), C. Imhoff and N. Jhaveri., *Smart Grid – Technology and Market Update* Washington Future Energy Conference, Seattle, WA (October 2013)
 - J. Jia, R. Quirindongo, J. Gjurjevich, B. Howe, *Emerging Leaders: Trends and Culture Shifts as a New Generation Takes the Torch*, GoGreen Seattle, Seattle, WA (April 2012)
 - C. Gannett, J. Holbery, J. Jia, L. Hall, *The Smarter Grid – Integrating Renewables*, Washington Future Energy Conference, Seattle, WA, (November, 2010)
-

SELECT PATENTS AND PUBLICATIONS

- J. Jia, *Companies That Don't Manage Utilities Strategically Are Throwing Away Money*, Harvard Business Review Online, March 22, 2016
 - J. Jia, *Changing the Energy Conversation*, Conscious Company Magazine, Fall 2015
 - J. Jia and J. Crabtree. *Driven by Demand: How Energy Gets Its Power* Cambridge UP, Cambridge, United Kingdom (2015).
-

PROFESSIONAL ACTIVITIES

- Board Member, CleanTech Alliance of Washington State (2016-Present)
 - Chairman (2013-Present), Vice Chair (2012-2013), MIT Enterprise Forum Northwest
 - Steering Committee (2012-2015), Washington State Energy Futures Conference for the Northwest Environmental Business Council
 - Energy Ambassador (2011-2013), MIT Club of Puget Sound and MIT Alumni Association
-