

**Michael A Feller  
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### **Professional Objective**

Energetic, dynamic professional seeks a position with a company that will benefit from my proven ability to provide high value solutions and excellent customer service to companies of all sizes and in a variety of industries,

### **Summary of Qualifications**

Successful sales experience, with the ability to successfully present unique solutions to business owners and upper level managers. Proven track record in new business development

### **PROFESSIONAL EXPERIENCE**

**Laurel Highlands Green Energy Company, LLC    2010 – Present**

#### **Sole Proprietor**

Formed in 2010 to enter the Green Energy / Energy Conservation Markets

- BPI Certified Building Analyst
- BPI Certified Building Envelope Specialist
- BPI Multi Family Building Analyst
- BPI Manufactured Home Professional
- IECC Energy Code Compliance for Commercial Buildings
- PA Certified Weatherization Installer
- Certified Renovator
- DOE / EPA Lead Safety Training
- Currently focusing on the Residential Energy Audit /Energy Conservation Market
- Participating Contractor in the following programs:
- First Energy Whole House Program
- ReEnergize Pittsburgh Healthy Home Initiative
- Grass Roots Green Homes in Pittsburgh PA
- ALLY in First energy's Commercial Energy Efficiency Program
- PHFA HEELP Program

- Proficient in the following energy modeling software
- Green Compass Surveyor
- Snugg Pro
- Optimizer
- MULTEA ( For multi family buildings)

## **Performance Systems Development**

**2014-2016**

Performed Residential Energy Audits in the Duquesne Light Whole House Program

## **STORAGE SOLUTIONS**

**1987 - 2015**

### **Sole Proprietor**

- Established company in 1987
- Specializing in the sales & installation of office furniture & storage equipment
- Sub contractor to several national moving companies
- Sub contractor to a national facilities management company
- Established large client base through business development
- Offered a complete layout and design services
- Implemented strategies insuring excellent customer satisfaction
- Coordinated employees from several companies to ensure timely completion of complex projects
- Ability to specify necessary equipment for clients needs
- Interfaced with equipment suppliers in the procurement of equipment for clients
- Handled all invoicing & collections procedures

## **Golden Triangle Executive Association**

**1994 – 2010**

### **Executive Director**

- Non profit networking organization dedicated to helping small & medium size businesses increase their profitability through sharing sales leads among the members
- Increased the number of companies in the organization every year by holding Golden Growth Days
- Handled all finances of the organization

- Organized and conducted the weekly meetings

**Scottyland RV Sales**

**2001 – 2004**

**General Manager Sales**

- Sales of Travel Trailers and Park Model Trailers; new & used
- Handled all Pennsylvania title work
- Interfaced with manufacturers in the ordering of inventory
- Interfaced with manufactures in securing warranty parts
- Handled relations with outside funding sources for purchases
- Negotiated agreement with outside contractor to handle all Finance & Insurance
- Handled all sales of both new & used RVs
- Negotiated all trade in values on traded units

**HELD VARIOUS SALES POSTIONS IN THE SKI, EDUCATION & BUSINESS EQUIPMENT INDUSTRIES**

**1978 – 1987**

**EDUCATION**

**DUQUESNE UNIVERSITY**

**BS SECONDARY EDUCATION 1978**

**UNIVERSITY OF PITTSBURGH**

**CERTIFICATE IN LABOR RELATIONS 1981**

**PA WEATHERIZATION INSTALLER 2010**

**CERTIFIED RENOVATOR 2010**

**EPA / DOE LEAD SAFETY TRAINING 2010**

**BPI CERTIFIED BUILDING ANALYST 2011**

**BPI CERTIFIED BUILDING ENVELOPE SPECIALIST 2011**

**BPI MULTI FAMILY BUILDING ANALYST 2012**

**BPI MANUFACTURED HOME PROFESSIONAL 2012**

**PROFESSIONAL AFFILIATIONS**

**BUILDING PERFORMANCE INSTITUTE**

**EAGLE SCOUT**