

Mark Ianni

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EXECUTIVE SUMMARY

Proven business leader. Strategic, innovative, and commercially focused executive successful at building high-performance teams with P&L responsibility up to \$1.2 billion in revenue. A leader with a diverse background and experience operating businesses within energy, telecom, and technology software services. Delivered unprecedented results with a strong sense of purpose and urgency leading businesses through both challenging markets, turnarounds, and during periods of rapid growth. Skilled at establishing sales & operational excellence and performance driven culture in both publicly traded fortune 100 and private equity held organizations. Adept at identifying and evaluating business opportunities while focused on increasing sales productivity, operations scalability and technology enablement. Known as a servant leader with excellent interpersonal skills. Skilled negotiator and communicator.

***Business & Commercial Acumen ■ Strategic Thinker
P&L Growth Management ■ Turnaround/Acquisitions/Divestitures***

PROFESSIONAL HISTORY

PATRIOT ENERGY GROUP

NOV 2016 – PRESENT

PRESIDENT AND CHIEF OPERATING OFFICER

The business provides energy related advisory services to businesses helping them manage how they purchase, consume or generate electricity.

- Developed organic and in-organic growth strategy and currently pursuing multiple market & state expansion and acquisition of competitors
- Expanded supply chain resulting in multiple new product offerings including diverse electricity products, energy efficiency and solar
- Implemented commercial strategy which has already proven to be effective in improving sales force productivity by 60%

ADVISOR AND CONSULTANT TO APOGEE INTERACTIVE

2015 – NOV 2016

Apogee Interactive is the leading provider of web-based energy analysis and customer engagement software for utilities. Clients include investor-owned, cooperative and municipal electric and gas utilities across the country

- Worked closely with the executive team on strategic, commercial, sales and operational development of the company.
- Consulted on company growth strategy including product development
- Evaluated operations and implemented process improvement productivity metrics
- Conducted management team evaluation and advised on talent acquisition plan

ISTA NORTH AMERICA – ATLANTA, GA

2012 – 2015

Chief Executive Officer

Business leader and P&L owner for one of the largest managed services, software, and technology enabled service providers for energy companies in the United States and Canada. As a private equity held global company, the North American business offers a full range of services interacting with energy providers across the country and providing software and technology services covering the meter to cash process including complex billing solutions, transaction management, comprehensive customer management, payments, forecasting, and data analytics.

- Restructured the business and subsequently successfully led the process to sell the business including identifying potential buyers, management presentations, and transition/integration (sold to Global Software Company in 2014)
- Hired to reset the North American business strategy and direction to pursue strategic alternatives including product innovation, market diversification, and acquisition
- Implemented turnaround roadmap including software delivery optimization and automation, new product offerings and customer diversification improving productivity and gross margin
- Implemented an offshore strategy improving operational productivity by 35%

GEXA ENERGY/NEXTERA ENERGY SERVICES (SUBSIDIARY OF NEXTERA ENERGY INC) - HOUSTON, TX**2007 – 2012****President (and Corporate Officer)**

Business leader and P&L owner for a leading retail energy marketing and electricity provider in deregulated markets serving residential, commercial and industrial customers in 13 States plus DC

- Grew annual revenues by 300% to over \$1 billion and over 300 employees during tenure
- Delivered over \$200 MM of EBITDA over 5-year period exceeding return on equity metrics
- Grew the business 3 times in electricity delivered to customers over 5-year period
- Recruited and led a high-performing management team accountable for functional areas of sales, marketing, operations, finance, call center operations, power hedging & pricing, risk management
- Developed and implemented the strategy for growth and successfully expanded the business organically from Texas to 12 other States while increasing distribution channels and offerings
- Developed and implemented roadmap for information technology enhancements and new systems implementation culminating in year over year productivity gains, doubling operations scale, and significantly improved data management
- Developed and implemented multi-pronged customer acquisition and channel strategy Successfully developed two independent brands through effective marketing and advertising strategy confirmed by JD Power survey results naming one of the brands as most recognized non-incumbent brand
- Successfully negotiated and settled numerous legacy litigation issues inherited with the acquisition of the business in 2005 with an estimated liability for the company of over \$30 million
- Developed relationships with public utility commissioners and staff across many jurisdictions
- Led all merger and acquisition activity and pursued numerous acquisition opportunities for the company including Commerce Energy, Sempra, Gateway Energy, Energy Plus, Startex, First Choice Power
- Led all merger and acquisition activity, completing one large customer portfolio acquisition in Texas

FPL FIBERNET – MIAMI, FL (SUBSIDIARY OF NEXTERA ENERGY INC, AKA FPL GROUP)**2005 – 2007****President (also President of REDI-POWER – Providing Back-Up Generation Services)**

Business leader and P&L owner for a subsidiary of Fortune 200 Energy Company. The company provides wholesale and enterprise telecommunication services, through an extensive fiber optic network located throughout Florida. Products include broadband and transport services, Ethernet VPN, and collocation services. Customers include ILECs, CLECs, wireless providers, and various other institutional customers such as healthcare and government.

- Recruited to 'fix' the business and redefine future strategy
- Halted a five-year decline in sales and grew business back to profitability within 2 years
- Held Profit and Loss (P&L) and accountability for \$500 MM + asset portfolio
- Implemented operations and engineering discipline with infrastructure build-out reducing labor and material cost by 20%
- Developed relationships with key clients including major wireless providers and restructured contracts culminating in win win agreements
- Developed and implemented the strategy for growth including fiber to the home and fiber to the tower initiatives creating multi-million-dollar business opportunity
- Accountable for creating and developing an enterprise offering which subsequently became a significant profit center for the company
- Grew REDI-POWER from Start to \$4 million in sales in 18 months

GENERAL ELECTRIC CAPITAL**1994 – 2005****Vice President Emerging Markets (Chicago, IL - 2003-2005)**

Business development leader and manufacturing liaison accountable for new market opportunities with innovative manufacturers for custom manufactured structures for government, retail, and institutional applications.

- Identified, evaluated, and established exclusive relationships with manufacturers in the U.S., Canada, and Mexico and therefore positioning the company to be the exclusive provider of innovative product offerings
- Led the engineering team in developing, designing, and manufacturing products for military, fast food, and other retail applications
- Responsible for creating government and retail verticals by assembling team and developing go to market strategy

- Collaborated with GE's corporate merger & acquisition team to support the divestiture of certain regional businesses

Vice President U.S. Central Division and Canada (Chicago, IL - 1999-2003)

Division business leader, P&L owner, commercial and operations leader for two of four core divisions of GE Capital Modular Space, a manufacturer and provider of temporary to permanent building solutions through, rental, lease financing and sale, including mobile offices, storage, to permanent custom modular building solutions. Markets served include construction, commercial, education, energy, hospitality, industrial, healthcare, and government.

- P&L owner for \$100M in revenue and over 200 employees
- Responsible for thirty-five distributions and two manufacturing locations across the U.S Midwest/Texas and Canada

DIVISION SALES MANAGER, REGIONAL VICE PRESIDENT / MODULAR SPACE DIVISION (TORONTO, ON 1994-1999)

EDUCATION & OTHER PROFESSIONAL DEVELOPMENT

MBA, Queens University – Kingston, Ontario, Canada

BA, McGill University – Montreal, Quebec, Canada

Six Sigma: Certified Quality Trained Six Sigma Green Belt

GE Management Development Program

GE Management Skills for Leaders, Leadership Interchange, GE Controllershship

Science of Selling and Marketing

Other Languages Spoken: French