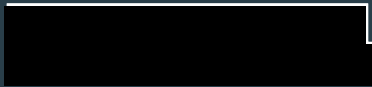


Contact



Top Skills

Business Development

Renewable Energy

Business Strategy

Certifications

REGISTERED PROFESSIONAL
ENGINEER (ELECTRICAL)

Daniel Shugar

CEO & Founder, Nextracker

Fremont

Summary

Seasoned business executive with proven skills at building world class teams, companies, and delivering strong financial results. >33 years, 1000 projects, and 35 GW PV, of proven results. Exit values for 2 startup companies >\$660M. Passion for renewable energy technology, empowering mission-focused and thrilling culture for each person to achieve their dreams and potential. Focus on objectivity and informed decisions, and acting with integrity and respectful business ethics. Supporting pan-renewable agenda for solar, wind, electrify-everything from power generation to buildings and transportation; using data and engineering based innovation to create customer and shareholder value.

Experience

NEXTracker, Inc

CEO, Founder

July 2013 - Present (7 years 3 months)

Fremont, CA

NEXTracker represents a significant breakthrough in horizontal tracking, with lower costs, better performance and more flexibility.

Bringing together some of the most experienced professionals in the industry with over one gigawatt and many years of tracker installation experience, NEXTracker is delivering long overdue cost and time-saving innovations to large-scale solar projects.

Solaria Corporation

CEO

January 2010 - June 2013 (3 years 6 months)

Fremont, CA

Pioneer in low concentration and singulation photovoltaic module technology. Scaled revenue from \$1M to \$27M and built world's largest LCPV plant

SunPower Corporation

President, Systems

January 2007 - March 2009 (2 years 3 months)

Richmond, CA

Grew revenue from \$220M to \$835M in 2 years. Beat earnings and revenue targets 8 of 9 quarters.

Ran global operations and built one of the most respected teams in large scale PV.

Led initial development and supply of 310 MW CVSR, approximately \$1.3B, one of the world's largest PV power projects, that recently commenced commercial operations.

PowerLight Corporation

President

January 1996 - December 2006 (11 years)

Berkeley CA

\$335M ACQUISITION BY SPWR

Grew revenue from \$1M to \$220M. Regularly achieved gross market targets of 20-22%, well above comps in our segments. Achieved dominant market share in our focus areas, incl. 60% for 5 years in North America.

Built Sales & Marketing, R&D, EPC, and Customer Services Departments.

Dozens of PV system inventions and patents issued by USPTO. Focus on trackers and roofing applications.

APS & NWP CORPORATIONS

VP SALES & OPERATIONS

September 1993 - December 1995 (2 years 4 months)

Manufactured and built some the world's largest thin film system; developed innovative tracker technology.

Supported sale of APS facility to BP Solar. Expert witness advancing Net Metering in CA and other states

Pacific Gas and Electric Company

Renewable Group Lead' Transmission Planner

June 1986 - September 1993 (7 years 4 months)

Led Solar & DG R&D group for 5 years, building largest US PV project of the decade, a horizontal tracker. Conceived and validated the PV grid-support application, in partnership with the US Department of Energy.

Dozens of successfully completed projects in PV, fuel cells, solar thermal, and superconducting technologies.

Electrical engineering for planning and operations of 60 – 230 kV transmission system in northern California.

Education

Rensselaer Polytechnic Institute (RPI)

Bachelor of Science (BS), Electrical and Electronics Engineering · (1986)

Golden Gate University

Master of Business Administration (MBA) · (1986 - 1990)