

## Meredith E. Roberts CV LI: [www.linkedin.com/in/meredith-chalfant-roberts](https://www.linkedin.com/in/meredith-chalfant-roberts) | P: 484-288-0536

Results driven strategist with strong background in communications, operations, and business development. Extensive experience in environmental science, cleantech, and sustainability. Currently launching two new business ventures with fellow graduate students at UC Davis, teaching and consulting.

### WORK EXPERIENCE

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#### **Teaching Assistant, University of California GSM - Davis, CA Jan 2021 – Current**

Assist professors in teaching, grading, and coaching students in two MBA level business courses, 'Negotiations in Organizations' and 'Articulation and Critical Thinking' at the OMBA program. Host trainings and extra office hour sessions for executive speech and writing practice.

#### **Director of External Relations, Sierra Energy - Davis, CA Aug 2018 – Nov 2020**

Developed and executed communications and managed relationships with government, academic, military, and NGO partners. Closed out over \$8 million in grants from the Department of Defense, and California Energy Commission and projects with research partners.

#### **Environmental Manager, Sierra Energy - Davis, CA, Jan 2018 – Aug 2018**

Managed legislative and regulatory agency relationships. Ensured that operations comply with local, state, and federal environmental regulations. Negotiated permit updates for a plant located on a Defense facility. Developed and enforced environmental strategies to reduce contaminations.

#### **Sales Account Manager, Sierra Energy - Davis, CA, Feb 2017 – Aug 2018**

Managed slate of early potential customers and created pipeline for Series A fundraising effort. Lead marketing and rebranding. Authored technical documents for funders and project developers.

#### **Customer Relations Coordinator, Sierra Energy - Davis, CA, Feb 2016 – Feb 2017**

Point of contact for technology and new project inquiries. Managed customer database and updated engagement strategy. Qualified leads to fill pipeline from over 8,000 inquiries.

#### **Strategic Accounts Bid Manager, A. Due Pyle, Inc., West Chester, PA, Nov 2012 to Jan 2016.**

Managed bids for a \$50 million book of 3PL business. Communicated pricing proposals to new and existing clients, including Fortune 50. Negotiated pricing agreement between customers and the Executive, Legal, and Yield Management Teams. Managed revolving bid calendar and coordinated all communications when new business was awarded.

#### **Executive Director, Hay Creek Watershed Association, Berks County, PA, Oct 2008 to Nov 2012.**

Led successful wetland mitigation projects with local quarry group. Completed several grant funded stream bank restorations in partnership with local farms and landowners. Managed all aspects of fundraising, operations, communications, and volunteer activities.

### EDUCATION

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**Masters Business Administration** University of California at Davis – Davis, CA, **GPA 3.85**, Candidate June 2022

**Bachelor of Science in Entomology** University of California at Davis - Davis, CA, June 2012

**UC Entrepreneurship Academy** UC Davis Institute for Innovation and Entrepreneurship, 2020

**Executive Director Leadership Program** Institute for Conservation Leadership, Certificate 2012

## SKILLS

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Innovation Management, Partnership Development, Communications, Business Strategy, Start-up Management and Fundraising, Event Production, Renewables, Resiliency, Portfolio Management, Environmental Management, Public Speaking, Executive Writing, Digital Marketing, CRM Administration.

## AWARDS & FELLOWSHIPS

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**James R. & Georgia K. Corbett Fellowship for Student Entrepreneurs, UC Davis 2022.** \$6,000 award for MBA students judged to have motivation, potential and passion for succeeding in the entrepreneurial world.

**UC Davis Big Bang! Competition Winner 2021** – Sustainability \$10,000 award People's Choice \$1,000 and \$500 Sustainability Poster Competition winner INN>CHRG team for early-stage business needs.

**GSM Alumni Association Scholarship 2021** – \$1,000 award for services to the school and academic work

**Keller Pathway Fellowship – 2020-2021**, UC Davis Institute for Innovation and Entrepreneurship.

**Congressional Commendation – 2019**, In recognition of dedication to the environment and community on behalf of the people of California's 3rd Congressional District, signed John Garamendi, Member of Congress.

**Central Valley Clean Tech Showcase Tech Pitch Award 1<sup>st</sup> Place – 2019**

**Davis Chamber of Commerce 2018 Ambassador of the Year – 2019**

## PUBLICATIONS & PRESS

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- **Big Bang! Competition** – [2022 Launch Video](#) UC Davis Institute for Innovation and Entrepreneurship
- Dodd, Daniel; Kleist, Michael; Roberts, Meredith & Valsan, Vineeth. Sierra Energy, 2019, **SacPort Biofuels Renewable Diesel Pilot Project**. California Energy Commission. Publication #: CEC-ARV-11-019
- Roberts, Meredith; White, Rob, [FastOx® Gasification: An Integrated Solution to Zero Waste, 2017](#) TechConnect Briefs, Volume: 2, Materials for Energy, Efficiency and Sustainability: TechConnect Briefs 2017 Published: May 14, 2017, Pages: 324 – 327. ISBN: 978-0-9975117-9-6.

## SPEAKING AND POSTER SESSIONS

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- Speaker, Transforming How We Build Series, SMUD and AIA Joint Event, Webinar, Aug. 2020.
- Speaker, CleanTech Meetup, CleanStart, Inc. Virtual Event, Apr. 2020.
- Speaker, Global Waste Management Symposium, Indian Wells, CA, Feb. 2020.
- Speaker, California Bioresources Alliance Symposium, EPA Region 9, Sacramento, CA, Nov. 2019.
- Speaker, Why Food Waste Matters, The Vine Food & Ag Innovation, Davis, CA, Nov. 2019.
- Speaker, Air and Waste Management Association, West Coast Section Annual Conference, Diamond Bar, CA, Oct. 2019, [Session 2 - Solid Waste Management and Recycling](#)
- Speaker, Yolo County Impact Meeting chaired by County Supervisor Don Saylor, Oct. 2019.
- [Poster](#), ESTCP Symposium, Enhancing DoD's Mission Effectiveness, Washington, DC December 2018.
- Speaker, Solid Waste Association of North America WasteCon, Nashville, TN Aug. 2018, [My Output is Your Input: Sustainable Business Parks](#)
- [Poster](#), Global Waste Management Symposium, Indian Wells, CA Feb. 2018.

## GROUPS AND AFFILIATIONS

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Student Association UC Davis GSM OMBA – Board President and Recruiting Committee Chair 2021 - 2022  
Virtual Innovation and Entrepreneurship Club UC Davis GSM – Board Intercampus Liaison 2021 - 2022  
Women in Leadership Online UC Davis GSM – Board Vice President 2020 - 2022  
Davis Chamber of Commerce – Ambassador Committee 2017-2020, Chair 2018-2020