

03/30/2023

Dear Hiring Manager,

I am writing to express my interest in the open position at your company. My resume is attached for your review and consideration.

As an experienced professional with a background in various fields, I have developed a diverse skill set that makes me an ideal candidate for this position. My experience includes project management, data analysis, customer service, and administrative support.

In my previous roles, I have been responsible for managing projects from inception to completion, ensuring that they are delivered on time and within budget. Additionally, I have developed and implemented data analysis and reporting systems, which have improved efficiency and accuracy in decision-making processes.

I pride myself on my ability to work collaboratively with others and to communicate effectively with people at all levels of an organization. My strong analytical and problem-solving skills have allowed me to identify areas for improvement and implement effective solutions. I am also highly organized and detail-oriented, which enables me to manage multiple projects simultaneously while maintaining a high level of accuracy and quality.

Furthermore, I possess excellent communication skills, which have allowed me to effectively liaise with customers, vendors, and other stakeholders. My ability to build strong relationships with people has helped me to create and maintain a positive work environment and contribute to the success of the teams I have worked with.

Thank you for considering my application. I am excited about the opportunity to bring my skills and experience to your organization and contribute to its success.

Sincerely,

Dmytro Merkulov

# Dmytro Merkulov

Phone: 306.518.7576 Email: dmytromhs@gmail.com LinkedIn Profile:

<https://www.linkedin.com/in/dmytrom/>

## Summary of Qualifications

- Master's in Sustainability with focus on Energy security to address challenges of energy transitions as part of sustainable development approach.
- Masters in electronics engineering and network communications allows to understand aspects of technical details of assigned projects.
- Renewable energy professional with over 5 years of experience in project management and market analysis, specializing in environmental effects related to energy transition, and renewables developments.
- 4 years of experience in full life-cycle environmental services for capital projects, with a deep understanding of Canadian federal, provincial, and territorial regulations and guidelines.
- Proficient in project management approaches for field planning/coordination, prioritizing and meeting deadlines in a demanding work environment.
- Strong communication, writing, organization, and time management skills, with proficiency in multiple languages.
- Experience in conducting marketing research and policy analysis, preparing and submitting successful tender application packages, and performing energy audits that achieved significant cost savings.
- Demonstrated leadership skills, modeling high standards of performance and professionalism, negotiating successful deals, and motivating team members to drive successful project outcomes.

## Skills

- Technical and risk due-diligence
- Market research  
PVsyst
- Contract management
- Energy audit and demand management
- Team Building and Management
- Schedule Planning & Implementation
- MS Office, G Suite
- Energy modelling software: SAM, Helioscope,
- Policy analysis
- Information Analysis & Presentation
- Operational Improvement
- Inter-department Co-ordination

## Work Experience

### Research associate

USASK and Eberswalde University for Sustainable Development

Canada-Germany

01/2020 – 08/2020

- Completed the Transdisciplinary International Learning Laboratory (TILL) research program in UNESCO biosphere reserve in Germany.
- Developed transdisciplinary skills for understanding social-ecological systems
- Learned how to apply transdisciplinary research methods for solving complex environmental problems
- Co-created report on the management of forest within Biosphere Reserve boundaries under various ownerships.

- Developed recommendations for Biosphere management to improve collaboration with forest owners to introduce sustainable approach to forestry

## **Project controller**

*Graham industrials*

*Alberta, Canada*

*06/2022 – 12/2022*

- Worked as part of a management team wind farm construction project in Garden plains AB, on the installation of 26 wind turbines, manufactured by Siemens-Gamesa/
- Organized and controlled inventory and receiving procedures for customer supplied wind turbine components, successfully leaded receiving of 126 containers with components delivered on site, identified and addressed with customer 5% discrepancies in procured materials.
- Executed quality checkup procedures and troubleshooted issues with customer supplied toolkits, what allowed to identify and address delay with spare tools procurement.
- Managed contracts and agreements for job relation compliance. Complexity of 6 different work agreements for more than 145 representatives of different trades working 24/7. As part of a job was an implementation of newly introduced automated quantity tracking system, which required technical support on site/
- Completed day-to-day tracking of work progress and arranged daily and weekly reports.

## **Business unit manager project development lead**

*Unity Solar LLC- commercial solar development,*

*IPP in North American market*

*Norwood, MA, USA*

*05/2020- 04/2022*

- Conducted marketing research and policy analysis in eight US states, identifying ideal investment targets for the company.
- Prepared and submitted successful tender application package for the town of Cohasset MA.
- Performed energy audit for League School of Greater Boston, achieving 30% reduction of energy costs.

Successfully led and supported multiple technical due diligence assessments and reviews of solar, wind, and BESS projects, resulting in increased investor and lender confidence and successful project financing.

- Provided strong leadership and modeled high standards of performance and professionalism, resulting in improved team performance and increased client satisfaction.

## **Project sales leader- business development manager**

*Helios Strategia LLC-*

*Kyiv, Ukraine*

*07/2016 – 04/2021*

- Completed more than 50 assessments of commercial estate, energy profiles, which resulted in 7 successfully completed roof mounted solar projects on commercial estate with total capacity of 4 mw. Assessments was completed to offset object energy needs and export exceeding generation.
- Supported and lead project teams delivering on complex client engagements and ensure high-quality work products and the effective use of resources.
- Supported business development activities, resulting in increased business growth and improved client satisfaction.
- Supported project team during project construction in communication with customers representatives on 6 commercial scale solar power plants.
- Coordinated directly with company suppliers to ensure contract targets are achieved.
- Reviewed contract documents to meet requirements and mitigate risks on big construction agreement, what achieved on successful implementation of 22 MLN \$ deal for company portfolio.
- Prepared comprehensive briefing materials and presentations for Senior management (company owners) effectively communicated complex issues and recommendations.

- Supported team members as required through project work, especially junior staff, providing expert guidance and support.

---

## Education

Master of Sustainability (Energy security program)  
(2022-2024)

*University of Saskatchewan, Canada*

Master of Engineering (Electronics and networks)  
(2004-2010)

*Dnipro National University, Ukraine*

---