

# JESS TURNBULL

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**Head of Implementation | Energy Storage | Grid Infrastructure**

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Senior energy executive with 20 years of hands-on field experience and executive leadership spanning utility-scale storage, commissioning, EMS software, smart grid infrastructure, and heavily regulated interconnection. Holds a California General Contractor's B license and former Journeyman Electrician's card. Built and managed an 87-acre smart grid test facility, directed BESS deployments, and navigated California's first single-meter solar+storage merchant generator through CAISO and PG&E. Equally fluent in the field, in the lab, solving complex problems, and in the boardroom.

## PROFESSIONAL EXPERIENCE

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### Pathion

2019 – Present

#### VP, Implementation (prior: Director, Integration)

*High-performance energy production and modular energy storage and management systems company.*

- Led all commissioning, integration, and field service for waste to energy, modular BESS and microgrid projects, coordinating EPCs, utilities, AHJs, and suppliers through construction, interconnection, and startup.
- Developed full-featured Energy Management System (EMS) for microgrid projects, encompassing real-time control, energy trading algorithms, demand management, and ancillary services dispatch.
- Built proprietary proforma and proposal generation platform in Python, replacing Energy Toolbase, incorporating demand modeling, rate schedules, incentives, and 25-year yield analysis for BTM projects.
- Designed first waste-to-energy service line from concept through commissioning.
- Drove state-specific commissioning and utility interconnection compliance for first resiliency projects in CA and NY.

### Apparent, Inc.

2014 – 2019

#### Program Director, Applications Engineering & Commercialization

*ML-driven power management and energy storage technology company.*

- Designed, built, and operated 87-acre utility-scale smart grid test facility with 5,000+ interconnected devices, serving as the primary commissioning and validation environment for all inverter and BESS products.
- Directed commissioning and field deployment of BESS systems from 1.5 kW / 4.5 kWh packs into 20+ MW aggregate installations, including controller development, EMS integration, and performance validation.
- Navigated California's first single-meter solar+storage merchant generator through CAISO and PG&E, creating the compliance and commissioning playbook from scratch.
- Co-authored and won \$4M DOE SHINES grant to fund construction of a disruptive grid management platform.

### Independent Consulting

2012 – 2015

#### Systems Engineering & Construction Management

- Managed construction and commissioning of commercial, medical, and public projects as well as alternative energy installations; advised European investment group on 30 feed-in tariff solar projects.

### REC Solar

2007 – 2012

#### Project Manager, Solar Implementations (started as installer)

*Commercial solar PV and energy storage.*

- Managed portfolio of 3-5 concurrent commercial solar installations for federal hospitals, public schools, public universities, and large retailers, leading crews of 15-50; helped scale department from 4 people to 300+, reaching \$120M/year.
- Maintained perfect safety record across all projects; reduced BOM process on \$5M+ installations from 5 days to 1.

## EDUCATION & CREDENTIALS

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**MSc, Systems Thinking in Practice:** Open University, London, UK

*Thesis: EV charging rate/policy impact on utility load curves (numerical model and interviews)*

**Licenses & Certifications:** California General Contractor (B License) | California Journeyman Electrician | Helicopter Pilot

**Skills/Experience:** Python, C/C++, MATLAB, JavaScript | CAISO, FERC, ISO/RTO, UL 9540, OSHA | EMS/SCADA, BMS, inverters, interconnection, genAI for coding and productivity