



ROBERT ALDRICH

Sustainability Executive

CONTACT

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	Sydney, Australia

EDUCATION

BS, Environmental Sciences
University of Rhode Island

- ▶ Cloud University
- ▶ Data Center University
- ▶ Cisco Network Academy
- ▶ Data Center Energy Practitioner

KEY SKILLS

ESG and Risk	—————●
Corp Sustainability	—————●
Org Transformations	—————●
Cloud Technologies	—————●
Strategy and Planning	—————●
Professional Services	—————●
Sales and Tech Sales	—————●
Regulatory Compliance	—————●
Carbon Accounting	—————●

Globally recognized sustainability executive with a focus on ESG, data-driven transformation and analytics

EXPERIENCE

SOLUTIONS DIRECTOR SENIOR SUSTAINABILITY LEAD

AMAZON WEB SERVICES | 2023 - PRESENT

Direct client and partner engagement. Responsible for P&L of global sustainability solutions portfolio with a focus on ESG transformation, data automation, analytics, sustainable buildings and operations. Direct support for Amazon.com projects.

Accomplishments for this role include:

- Implementation of global greenfield solutions for external clients and strategic partners
- Direct client advisory for Amazon.com and AWS data center engineering and operations
- Responsible for \$15M in new monthly business for greenfield solutions

PROFESSIONAL SERVICES DIRECTOR SENIOR SUSTAINABILITY LEAD

AMAZON WEB SERVICES | 2021 - 2022

Global lead for professional services team with P&L responsibility. Reporting to GM of AWS ProServe Emerging Technologies. Providing hands-on engagement for top tier clients and responsible for execution of scopes of work and business outcomes.

Accomplishments for this role include:

- Designed and launched AWS's first global Sustainable Services portfolio
- Managed team of 16 sustainability engineering and strategy specialists
- \$140M of net-new business delivered in year 1

SENIOR DIRECTOR EMERGING TECHNOLOGIES LEAD

HITACHI VANTARA | 2017 - 2020

Managed a team of 12 global sales engineers. Global P&L responsibility for all IoT, energy and manufacturing solutions across Hitachi; Vantara, Consulting and Ltd.

Accomplishments for this role include:

- Delivered 3 new products within a portfolio, delivering \$78M in bookings year 1
- Trained and directly supported over 500 enterprise account executives globally

SENIOR DIRECTOR MANAGED CLOUD SERVICES LEAD

HITACHI DATA SYSTEMS | 2015 - 2017

Delivered Hitachi's first cloud offering, Hitachi Enterprise Cloud (HEC). Directly managed a core, global team of 8, responsible for delivery and execution with early

EXPERIENCE

Accomplishments for this role include:

Launched Hitachi Enterprise Cloud (hybrid) platform globally with VMware and Mesosphere

Won VMware partner of the year, delivered \$42M in year 1 bookings

FOUNDER

CHIEF TECHNOLOGY OFFICER

ECOLIBRIUM SERVICES | 2013 - 2015

Started a new professional services venture; delivering data center and corporate sustainability services.

CHIEF SUSTAINABILITY OFFICER

CISCO ENERGYWISE CO-FOUNDER

CISCO SYSTEMS, INC | 2009 - 2013

Global sustainability lead and general manager of a global advanced services team with 6 senior managers and a total team of 42, covering; strategy, solutions development and delivery of Smart Grid and EnergyWise Optimization Services, Cisco's first sustainability and IoT line of business.

Accomplishments for this role include:

Won Greenpeace CoolIT sustainability ranking 3 times (annual award)

Established Cisco's first sustainability role, reporting to the board, tied to Cisco on Cisco program and central engineering

Secured Cisco's participation in and provided representation into; The Green Grid, Climate Savers, WWF, NRDC, Sierra Club and IEEE

Delivered Cisco EnergyWise product and internal implementation, saving Cisco \$47M over 4 year period (28% reduction in total energy and emissions)

Authored the world's first Green IT "how to" book; has sold more than 20,000 copies (US) and has been translated into Mandarin; accounting for more than 30,000 international sales

Developed and delivered Cisco Efficiency Assurance and Data Center Assurance Programs

PRINCIPAL ARCHITECT

SMART GRID AND SUSTAINABLE BUILDINGS

CISCO SYSTEMS, INC | 2007 - 2009

Provided the design specification for Cisco's first IoT solution. This design served as the blueprint for Cisco EnergyWise, Smart Grid, Building Mediation, Edge Intelligence and Kinetic product lines.

Accomplishments for the role include:

Lead the valuation and technical reviews for 2 acquisitions, totaling \$155M

Provided design specifications for Cisco central engineering to implement EnergyWise

BY THE NUMBERS

CAREER HIGHLIGHTS

\$140M

AWS in new sustainability business

8,000+

Amazon Buildings under transformation

\$2.6B

Cisco Systems in new business

\$47M

Cisco Systems Electrical Savings

\$78M

Hitachi Year 1 Cloud Bookings

\$36M

AT&T Electrical Savings

42

Engineering developers managed

18

Technical Sales reps managed

15

Solution Architects managed

6

New Products specified, launched

3

New Business Units founded from Cisco EnergyWise

1st

Industry "How To" Book for EaaS

BOARD POSITIONS

iMasons

Sustainability Chair; 2020 - 2022

JouleX

Technical Advisor; 2008 - 2010

Cisco EcoBoard

Chief Sustainability Officer, 2009 - 2013

The Green Grid

Cisco Lead, 2011-2013

Mission Critical Magazine

Uptime Institute

Data Center Dynamics

Climate Savers Computing

EXPERIENCE

SENIOR MARKET MANAGER BUILDING AND DATA CENTER ENERGY

CISCO SYSTEMS, INC | 2006 - 2007

Technical marketing role in Cisco's Product and Technology Marketing Org. Focused on data center networking, mechanical and electrical monitoring of data center power and cooling systems.

GLOBAL TECHNOLOGY MANAGER DATA CENTER ASSURANCE

CISCO SYSTEMS, INC | 2005 - 2006

Technical marketing role in Cisco's Product and Technology Marketing Organization. Focused on data center networking, mechanical and electrical monitoring of data center power and cooling systems.

SENIOR PRODUCT MANAGER STRATEGIC ALLIANCES

AMERICAN POWER CONVERSION | 2005 - 2006

Embedded, global Cisco SE, Product and Alliance Manager focused on fleet deployments and product integration.

ENTERPRISE SALES MANAGER ASIA PACIFIC

AMERICAN POWER CONVERSION | 2000 - 2004

APC Leadership Program expatriate role with enterprise and channel sales management, market management and competitive strategy.

PUBLICATIONS

- Amazon Science Blog
- IP-Enablement Energy Management - Energy As a Service
- Cisco Data Center Blog
- Cisco Sustainability Blog
- Kyoto Planet Sustainable Enterprise Report
- Data Center Manager Magazine
- Mission Critical Magazine

EPIC CLIENTS



EPIC PROJECTS

SOLUTIONS DELIVERED

Amazon Building Modernization

2021 - 2023

AWS Sustainable Solutions

2021 - 2023

Amazon Solar Platform

2022

Deepwater Desal, Desalinizing Data Center

2020 - 2021

Cisco Energy Efficient Data Center (DC2 - LEED Gold)

2011 - 2012

Portugal Telecom Energy Efficiency Data Center

2010 - 2011

Cisco EnergyWise Creation

2007 - 2009

Cisco Corporate Greenhouse Gas Reduction Initiative

2006 - Present

AWARDS & HONORS

Gartner MQ (IoT) 2018 - 2019

Global Stratus Winner 2017

VMware Partner of the Year 2017

Chairmans Award (HEC) 2016

AEEI International 2015

Cisco COE Award 2012

VOLUNTEERING AND COMMUNITY

University Support (Guest Lecturer)

UNC Kenan-Flagler School of Business

Pro-bono Video Production

4H, Sunnyside Environmental School, Urban-Rural Exchange

Brazilian Jiu Jitsu Instructor, Muay Thai Instructor

Alive MMA's Anti-bullying Program for Children

Youth Basketball Coach

Portland, OR Youth Basketball

Friends of Trees

Reforestation Volunteer, Portland, OR

REFERENCES

HOME GREEN OBSESSIONS

Solar Array Installed



Local Lithium Ion Storage



Native Habitat Restoration



Urban Wildlife Habitat



Squirrel Rehabilitation

Rabbit-based Weed Control



Pesticide Free

Herbicide Free



Bee Keeping

Bike Everywhere



All Reference Contacts Available on LinkedIn

MY PROFESSIONAL NETWORK

I have been privileged to work with many brilliant and talented people in my career, learning something from everyone I've met. I've lived and worked all over the world and my contacts reflect that.

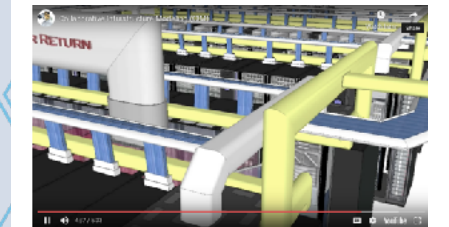
This international experience makes me a better leader of diverse groups. But don't take my word for it!

Please feel free to contact any of my LinkedIn or Glassdoor contacts for reference.

 [linkedin.com/in/rob-aldrich](https://www.linkedin.com/in/rob-aldrich)

 [facebook.com/rob.aldrich1](https://www.facebook.com/rob.aldrich1)

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