

# **SCOTT JANSEN**

9861 Siberian Drive, Weston, WI 54476

Ph: 715.432.3927

scott.jansen@apexcleanenergy.com

## **PROFESSIONAL SUMMARY:**

Accomplished and energetic with a solid history of achievement in wind and solar development. Self-motivated leader, with strong organizational and prioritization abilities. Looking to further my professional career in a demanding, high-load, self-directed work environment.

## **PROFILE AND QUALIFICATIONS:**

Proven background

Reliable and dedicated

Strategic and creative problem solver

Extensive interpersonal skills

## **EXPERIENCE:**

*Senior Development Manager                      Jan 2020-Current*  
*Apex Clean Energy*

- Manage all phases of project development and related teams on wind and solar projects across midwestern states including IL, WI, SD, and ND totaling over 1400MW.
- Worked with local permitting authorities to develop renewable ordinances to support siting of both wind and solar projects.

*Development Manager                      Jan 2017 -Nov 2019*

### *RES-Renewable Energy Systems*

- Led a land effort leasing over 100,000 acres and managed six wind projects.
- Built relationships with community leaders and landowner groups, leading to permitting successes.
- Led prospecting and green-field efforts in Wind and Solar Development across five states.
- Acquired complete land control and transmission, oversaw and coordinated wildlife and airspace studies which led to a successful sale of 100MW Walleye Wind project in a compacted timeline.

*Independent Land Consultant                      Jan 2016 -Jan 2017*

*Apex Clean Energy*

- Land acquisition of approximately 5,000 additional acres to complete the Maple Rapids project footprint. Also, acquire four miles of overhead transmission right-of-way.

- Worked with and helped create landowner steering group for Isabella Wind.

*Assistant Manager/Land Consultant      Feb 2006 -Jan 2017*

*Secluded Land Company Coloma, WI*

- Developed and lead marketing plans for successful launches of multi-million dollar land developments in three states.
- Took a lead role in designing and implementing a CRM program (Salesforce).
- Strategic planning of acquisition, development, and marketing of recreational and residential land communities.

*Independent Land Consultant      Jan 2015 -Jul 2015*

*RES-Renewable Energy Systems*

- Presented and executed wind lease agreements, shaped and executed crucial small landowner agreements and turning radius agreements with project landowners.
- Performed extensive real property curative title actions leading up to project closing.
- Prepared exhibits and assisted with the execution of over 250 electrical crossing permits for the entire 22,000 acre project footprint.

*Land Consultant      Feb 2003 -Jan 2006*

*Naterra Land      Minocqua, WI*

- Successful sales agent with strong history of relationship-based sales.
- Effectively managed large customer database of over 900 leads and contacts.

*Contracting Estimator-Sales Manager      Oct 2000 -Jan 2003*

*Wausau Tile      Rothschild, WI*

- Project manager in charge of bidding complex architectural documents, coordinating contractors with very specific, strict requirements and deadlines.
- Managed and lead installation teams in both union and non-union projects to meeting deadlines with on-time deliveries.

## **EDUCATION:**

*Licensed Real Estate Salesperson, Wisconsin, Michigan, Missouri*

*Accounting-Northcentral Technical College, Wausau, WI*

*General Education-University of Wisconsin - Marathon County, Wausau, WI*