

Rocco Guaragno

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Professional Summary

MBA with 10+ years of experience spanning energy, operations, customer-facing delivery, and cross-functional program execution. Brings a strong mix of forecasting, reporting, stakeholder management, process improvement, analytical problem solving, and practical execution across utility, commercial energy, and service environments. Experienced translating complex work into clear plans, useful tools, structured communication, and measurable next steps. Particularly strong at connecting operations, customer needs, and data-informed decision support.

Core Skills

Cross-Functional Program Management • Operations & Process Improvement • Forecasting & Resource Planning • KPI Tracking & Reporting • Stakeholder Management • Customer Experience & Service Delivery • Dashboarding & Workflow Design • Risk Management • Analytical Problem Solving • Utility & Energy Programs • Commercial Energy Advisory • Team Coordination

Professional Experience

Resource Innovations — Solution Delivery Lead

Remote, CO | Nov 2023–Present

- Lead delivery coordination for a utility-backed market transformation initiative and support broader program operations across multiple stakeholders.
- Own forecasting, planning, reporting, and performance tracking used by leadership and external stakeholders to guide execution.
- Build dashboards, tools, and workflows that improve visibility, decision-making, and operational consistency.

Power TakeOff — Team Lead / Energy Advisor

Denver, CO | Sep 2021–May 2023

- Led and developed a team supporting utility program goals for commercial customers across diverse building and account types.
- Combined customer engagement, analysis, scheduling, and delivery support in a fast-moving operating environment.
- Implemented process and technology improvements that strengthened execution and consistency.

CLEARResult — Energy Technician

Denver, CO | Jan 2020–Sep 2021

- Performed residential energy assessments and translated technical findings into practical customer recommendations.
- Maintained quality and consistency of field work products while supporting utility and energy efficiency program goals.

Additional Experience

****RGS Energy / Arion Energy**** — Energy Advisor, Renewable Energy Specialist, Solar Sales Consultant | Denver, CO | 2014–2017

Supported solar sales, project coordination, interconnection work, production modeling, and renewable energy project development.

****Steamboat Ski & Resort Corporation**** — Sales Supervisor | Steamboat Springs, CO | 2018–2019

Managed daily operations and coached a customer-facing team in a fast-paced service environment.

****Crested Butte Mountain Resort**** — Vacation Sales Agent | Crested Butte, CO | 2017–2018

Recognized as a top sales performer during tenure.

Education

****Northeastern University, D'Amore-McKim School of Business****

MBA, Sustainability & Finance | 2021

BS, Business Administration; Minors in Environmental Studies and Sustainable Business | 2013

****EARTH University, Guácimo, Costa Rica**** — Sustainable Business Program | 2013

Publications

- Efficient Rooftop Units: Logic Model and Market Progress Indicators (2024) — Link: https://www.ilsag.info/wp-content/uploads/Nicor-Gas_Q2-2024-MT-SAG-Presentation_06.10.2024_Efficient-Rooftop-Units.pdf
- Efficient Rooftop Units: Natural Market Baseline (2024) — Link: <https://www.ilsag.info/wp-content/uploads/Nicor-Gas-ERTU-NMB-MT-SAG-08-29-2024-Slides.pdf>

Certifications & Tools

****Certification:**** BPI Building Analyst

****Tools:**** Power BI, SharePoint, Salesforce, Smartsheet, Excel, PowerPoint, Microsoft Copilot, PVSyst, SketchUp, Windographer