



Mac McCabe

Contractor Account Manager

Position with Firm

2019–present **Contractor Account Manager.** Manages contractor accounts and implements contractor recruitment and training for Michigan Saves, a multimillion-dollar nonprofit organization offering energy-efficiency financing programs to homeowners, businesses, and public institutions. Coordinates with utility companies, trade associations, financial partners, and other key stakeholders to implement and promote Michigan Saves statewide.

Previous Professional Experience

2006–2019 **Owner, Michigan Energy,** Lake Orion, Michigan. Provided turnkey solutions for energy code compliance for new home builders. Administered energy audits and home performance contracting for commercial and residential building owners. Performed firm’s strategic planning, marketing, sales, project management, and accounting.

2014–2017 **Business Analyst, JobFLEX,** Rockford, Michigan. Designed and managed software development of a customer relationship management Web application targeted to residential contractors that allowed them to manage their schedules and create onsite estimates and invoices. Oversaw company’s channel management, including development of a reseller network.

2009–2014 **Vice President of Sales, Building Science Energy Services,** Sparta, Michigan. Designed and implemented a quality assurance system for the Better Buildings for Michigan program. Recruited and trained contractors for Building Performance Institute certification and sales training. Proposed and conducted American Society of Heating, Refrigerating and Air-conditioning Engineers energy audits for municipalities, tribes, and utilities.

1996–2005 **Owner, Spectrum Composites,** Auburn Hills, Michigan. Responsible for sales, design, and implementation of a wide range of aftermarket custom products for the automotive and trucking industries.

Education Central Michigan University, BS in Business Administration with a concentration in International Business