



## **Robert K. Foster**

Contractor Account Manager, Michigan Saves

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### **Position with Firm**

2023–present **Contractor Account Manager, Michigan Saves.** Develops contractor relationships and trains contractors with reference to product service line. Identifies renewable energy contractors and contractors that sell energy-efficient equipment, products, and services and traditional HVAC, lighting, and controls. Follows up with Michigan Saves authorized contractors and instills the message as to why Michigan Saves is in the energy efficiency financing business—the Value Proposition.

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### **Previous Professional Experience**

2021–2023 **Technical Sales, Harvest Solar,** Jackson, Michigan. Identified, sold, and promoted commercial and industrial solar systems. Met with customers and potential customers to explain the benefits and technical aspects of solar. Identified potential customers and networked through conferences, workshops, and related events about renewable energy to help. Developed and presented proposals for potential customers and followed up after sales to ensure customer satisfaction with the installation process. Worked with customer resource management tools to mine leads.

2012–2021 **Senior Energy Advisor, CLEAResult LLC,** East Lansing, Michigan. Built relationships with commercial and industrial customers. Developed an operations overview and determined what energy efficiency measures would be most beneficial. Educated customers on energy efficiency measures that would provide immediate benefits. Strategized to help company manage gas and electrical energy efficiency goals.

2009–2012 **Territory Manager, Aeroseal LLC,** Dayton, Ohio. Identified and promoted Aeroseal equipment and service to Midwest contractors. Educated customers on the Aeroseal process and equipment. Assisted authorized Aeroseal contractors in marketing their services. Supported and trained franchisee operations staff to develop operational processes in best practice that would help them become proficient in the Aeroseal process. Followed up with contractors to assess progress in new lines of Aeroseal business. Ensured contractor sales staff maintained enthusiasm for Aeroseal products and services.

Education Eastern Michigan University, studies in Sales and Marketing  
BSA Building Science Certification



## Awards

- Michigan Energy Efficiency Contractors Association Energy Advisor of the Year, 2021