



**Chris Kerlin**

Contractor Account Manager

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### Position with Firm

2024–present **Contractor Account Manager.** Builds and maintains relationships between authorized contractors and the Indiana Energy Independence Fund (IEIF), with the goal of developing deeper connections and increasing contractors' use of IEIF financing services

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### Previous Professional Experience

2020–2024 **Owner, CMK Consulting, LLC,** West Lafayette, Indiana. Owns and operates a turn-key commercial LED installation business and sells solar powered lighting and products.

2018–2020 **Chief Operating Officer, Watts Up LED,** Denver, Colorado. Performed all operations of the business from sales and outreach to implementation of building energy-saving projects.

2015–2018 **VP of Sales, Watts Up LED,** Denver, Colorado. Sales and outreach to owners and managers of commercial and industrial buildings to determine the most appropriate energy-saving lighting products to reduce energy consumption. Managed LED lighting retrofit projects and worked with utilities to leverage rebates for customers.

2014–2015 **Operations and Sales Manager, Earth Energy Solutions,** Golden, Colorado. Managed all operations, including purchasing, inventory, and contractor management for a renewable energy and lighting company.

2009–2013 **Director of Internal Sales, TMCx Solutions,** Denver, Colorado. Oversaw internal sales for a Commissioning Authority. Searched for opportunities within the private sector and governments. Wrote and submitted proposals. Verified green building credits for U.S. Green Building Council–certified projects. Created corporate sustainability policies.

Education  
Purdue University, BS in Building Construction Technology  
Arizona State University, MA in Interdisciplinary Studies

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## Activities

- City of West Lafayette Indiana's Go Greener Commission member, 2021–present
- Colorado Renewable Energy Society board member, 2017–2020
- U.S. Green Building Council, 2010–2012
- Big Brothers and Big Sisters, 2007–2009
- Peace Corps school and hospital construction, 1985–1988

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## Publications

- Shari Collins-Chobanian, Eric Comerford, and **Chris Kerlin**. “Twenty Million Environmental Refugees and Counting: A Call for Recognition or a New Convention.” 2010. *Environmental Ethics*.

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## Skills

- Lighting audits, layouts, and photometrics
- LEED Accredited Professional, Operations and Maintenance (LEED AP O+M)
- ENERGY STAR Building Benchmarking for ENERGY STAR Rating
- Proposal writing, grant writing, and fundraising