

**From:** [Jenifer Johnson](#)  
**To:** [Jenifer Johnson](#)  
**Subject:** Whitney Schmidt - Advisory Committee Application - Planning  
**Date:** Wednesday, November 27, 2024 2:05:00 PM

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Name: Whitney Schmidt

Home Address: 239 Henderson Tanyard Road

Mailing Address: 239 Henderson Tanyard Road

Home Phone: 5083172475

Cell Phone: 5083172475

Email Address: [whitneybeersschmidt@gmail.com](mailto:whitneybeersschmidt@gmail.com)

What District do you reside in? District 4

Are you currently serving on a board or committee in Chatham County? No

If yes, which ones?

Please select up to THREE boards or committees on which you are willing to serve:  
Planning\_Board\_for\_District\_5\_M

Why do you wish to serve in this capacity? I am energized by the direction in which the county is headed, and believe this is an inflection point in smart growth and thoughtful planning that can protect the future of the county, while ensuring all corners of the county have a say in how they grow and how our rural character is best guarded while ensuring property owners' rights are recognized.

Education/Experience: BS from Georgia Institute of Technology Currently manage ChargePoint national DC Fast infrastructure Board of Directors, Chatham Chamber of Commerce Heavy construction and utilities experience, 15 years

Name of Employer: ChargePoint Holdings

Address of Employer: 254 East Hacienda Avenue, Campbell, CA

Position: Director of Sales

Work Phone: 5083172475

Civic Involvement: Board of Directors, Chatham Chamber

Gender: Female

Ethnic Origin/Race: White\_non-Hispanic

Year of Birth: 1971

Attachments: {"file\_upload":

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Whitney Schmidt \_ChargePoint\_ Resume 9-

2024.pdf","size":148600,"contentType":"application/pdf","keywords":"file\_upload","globalId":"{98BC05AF-0755-45A8-803D-6C3F4286798B}","parentGlobalId":"{3F18BEE0-1FC0-412D-849C-F0484BF514A1}"}]]}

# Whitney Beers Schmidt

Director, Enterprise Sales, Key Accounts, & Infrastructure Strategy

(508) 317-2475

whitneybeersschmidt@gmail.com

## QUALIFICATIONS

- 8+ experienced exponentially growing EV market penetration with ChargePoint through key account and partner relationships
- Firmly a global sales leader, exceeding quota every quarter for 8+ years
- Go-to-Market Leader focused on strategic, large-scale deployment of EV Charging Infrastructure with Key Accounts
- Strategic Enterprise Relationship Specialist for large portfolio clients including fleet, CRE, Transportation, Retail, Utility, etc
- Deep national team-building experience focused on long and medium term KPIs in new markets and new verticals.
- Strong utility, public, private, and commercial experience deploying Electric Vehicle Charging for cross-vertical applications.
- Significant contacts within institutional and government entities for 15+ years, including extensive municipal spec and bid processes and GSA schedules.
- 20 years contracting experience in heavy utilities, solar, and electrical
- Multiple areas of involvement in the local economy, green building, and grassroots education
- Player-Coach approach to team building and mentorship.
- Experienced trainer, both in a classroom setting and on-site

## EDUCATION

BS INTA, Georgia Institute of Technology (Georgia Tech) 1993

Approved OSHA Trainer for General and Construction Safety. NUCA Confined Space Entry Trainer

North American Board of Certified Energy Practitioners (NABCEP) Certified

## EXPERIENCE

**Director, Enterprise Sales, NEVI & DC Fast - ChargePoint, Inc.** January 2021 - Present

*Integrated Strategy - Electric Vehicle Charging Infrastructure Deployment*

- Manage \$700M annually/ ~\$5B total deployment opportunity for ultra-high speed charging
- Team leader for highest NEVI award acquisition of any company nationwide
- Major focus on large, nationwide portfolios with multi-site deployments
- Assemble scalable teams to address customers' needs across many internal verticals with attention to medium and long term KPIs
- Oversee site acquisition, contracts, and execution of program management for various customers
- Responsible for strategic growth of Enterprise accounts in new markets; Mature Executive and C-Level relationships in many Fortune 500 and Fortune 100 firms
- Deployment strategy for long term business growth and electrification strategy
- Supply chain to customer responsibility for Buy America OEM products and BOM
- Utility strategy for EVSE deployment partnerships at all levels, IOU, Public Power, and Cooperative
- Match investors with infrastructure opportunities and successfully drive partnerships to a close

**Sales Director, ChargePoint, Inc.**

*Electric Vehicle Charging Infrastructure Deployment* January 2016 – 2021

- Responsibility for \$10M+ per year quota
- Senior mentor role for the top-producing southeast team under the VP of Eastern North America
- Work closely with municipalities, utilities, and other stakeholders to evaluate EVSE sites and implement construction and commissioning of charging stations

- Analyze critical needs of site hosts and apply and monitor policies to match needs
- Train on site staff to operate and troubleshoot EVSE
- Work with local enforcement officers to ensure ADA and code compliance
- Engineer site electrical configuration to optimize existing resources
- Educate EV Drivers and Site Hosts in common practices and trends in electric vehicle charging

### **Partner, *GridFree! NC***

*Solar Installation Design Build Firm* January 2013 – December 2015

- Developed a comprehensive business plan for entry into the North Carolina residential solar market for manufacturer Solar Panels Plus
- Handled all aspects of the supply-to-client chain, including client acquisition, sourcing, design, installation, and maintenance
- Developed the central North Carolina market for low cost solar in both on and off grid applications
- Facilitated partnerships between GridFree! NC, municipal entities, and Habitat for Humanity to bring low cost solar to disadvantaged populations
- Established a Fair Trade Solar Loan program for clients
- Conducted workshops on all aspects of residential, commercial, and community solar projects

### **Eastern United States Business and Distribution Channel Manager**

#### ***Progress Solar Solutions, LLC***

*Strategic Dealer Networking and East Coast Sale/Manufacturer's Representative* January 2010 – 2013

- Developed a dealer network and supporting end user network throughout the eastern United States for a brand new product category (portable solar light towers) including United Rentals, Caterpillar, Volvo Rents, Sunbelt Rentals, and other major distribution outlets
- Identified opportunity and won contracts in excess of \$2.1 million with New York City Department of Parks and Recreation, Department of Administrative Services (DCAS), Washington DC Metro Police, Architect of the Capitol, Sony Pictures, Duke Energy, Vogtle and PC Summers Nuclear Power Plants, and Cape Canaveral.
- Maintained relationships with government authorities on the east coast, most notably in Raleigh, NC, New York City, and Washington, DC for institutional and emergency mobile solar deployment
- Educate dealers on federal and local solar rebate and grant possibilities
- Strategic sales planning, forecasting, and sales target creation for a team of manufacturer's reps throughout the region
- Increased revenue from \$0 in the prototype phase to over \$3,000,000 in the first 24 months

### **Mabey Bridge & Shore, Inc.**

*Outside Sales Representative* August 2002 – July 2006

- Created a multi-million dollar earning territory from negative earnings in 19 months, becoming one of the top three sales representatives (and the only woman internationally) during my tenure.
- Evaluated contract requirements and consulted with customers relevant to site needs for shoring, propping, and matting equipment
- Generated all leads, organized sales strategies, and managed 800 customers throughout the Mid-Atlantic, including KBR (Halliburton), Architect of the Capitol (handling all national monument construction in Washington, DC), National Capitol Park Police, American University, the National Zoo, Andrews Air Force Base, Naval Air Station at Anacostia, Georgetown University Hospital, and similar clients.
- Managed ground protection for public and private events and construction projects, including the Rolling Stones 2003 tour, Bruce Springsteen 2004 tour, various concerts and events on the US Capitol lawn through 2006, and the MoveOn.org Concert at the Monument in spring of 2006.

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