

THOMAS WEBSTER

749 Cedar Point Pl, Westlake Village, CA 91362 | (973) 886-2413

thomas.h.webster@gmail.com

Sustainability Executive with a diversified background in energy (renewable), sustainability, power and utilities, project development and implementation, procurement, risk management, smart energy contract negotiations, trading, financial and technical analysis, outsourcing, regulatory and governmental affairs in both commercial and industrial industries. Proven expertise in utilizing, fact-based, process-oriented approach towards reaching aggressive goals in support of cost, profit, superior customer service and organizational objectives. Resourceful team leader with the skill to leverage exceptional cross-functional talent and the capacity to multitask in a fast-paced environment, manage competing priorities with ease and make quick, effective decisions. Exceptional communication skills with the ability to work with diverse groups while inspiring confidence at all levels.

EXPERIENCE

FEB 2008 – AUG 2019

DIRECTOR – CATEGORY MGMT, ENERGY AND PROPERTY OPERATIONS, HILTON; MCLEAN, VA

Developed and implemented the sustainability/energy portfolio management strategies for the Americas region. Led a team that purchased electric power, electric vehicle charging stations, renewable energy, natural gas, steam, chilled water, energy related products and services. In addition to managing Property Operations categories: HVAC, Maintenance Services, Smart Thermostats & Lighting, MRO and Indirect, totaling approximately \$700 million annually.

Accomplishments:

- Evaluated, negotiated, and delivered multiple energy-efficient capital projects: combined heat and power, fuel cell, battery storage and solar energy generation equipment utilizing power purchasing agreements (PPAs) and other financing alternatives for the Corporate Engineering Operations department, valued at \$360 million.
- Managed the Procurement Department's Corporate Sustainability Initiative by technically evaluating the benefits of sustainable product offerings from key suppliers for hotels to purchase.
- Implemented the Corporate Sustainability Initiative by procuring Renewable Energy Certificates and obtaining recognition as a leading organization in the US Environmental Protection Agency Green Power Partnership's National Top 50.
- LightStay (Corporate Responsibility Measurement Platform for +5,000 sites) development team member; involved in DOE Better Buildings Challenge SWAP; DOE Superior Energy Performance Certification; CDP reporting; ISO Certifications 9001, 14001, 50001 across the portfolio; promote sustainability by participating in corporate/NGO initiatives.
- Developed and implemented the corporation's strategic energy management portfolio of services: i.e., energy procurement, utility bill pay, demand-side, budgets, energy conservation measures, risk management; savings 300 facilities, saving \$14 million, and growing departmental P&L 150%.
- Developed and coordinated the Global Utility Procurement Risk Management Policy, providing the energy sourcing framework and governance, chaired by the Treasurer.

APR 1999 – DEC 2007

PROCUREMENT MANAGER – ENERGY, BASF CORPORATION; FLORHAM PARK, NJ

Implemented the NAFTA Region energy purchasing strategy for the corporation. Responsible for purchasing electricity, natural gas, coal and industrial gases for all chemical process production facilities in North America, totaling approximately \$200 million annually.

Accomplishments:

- Purchased competitive energy in a deregulated power and natural gas markets at an estimated \$5 million saving.
- Installed an additional natural gas pipeline/Supplier to fuel the 50 MW on-site combined-cycle cogeneration unit for a 1-year payback.
- Negotiated firm, standby/maintenance and export power contract, improving reliability and supplementing the on-site combined-cycle cogeneration unit.
- Developed a policy/procedure for managing commodity price risk for the corporation, using financial derivatives and negotiating ISDA Agreements.
- Trader of Natural Gas derivatives, while managing middle and back office operations.
- Outsourced third-party energy procurement and services.
- Chaired national and state-level governmental and regulatory intervention groups to achieve affordable energy for industrial end-users, including testifying before governmental agencies.

1998 – 1999

REGIONAL DIRECTOR – GULF COAST, ENERGY MANAGEMENT, BP ENERGY; HOUSTON, TX

Provided leadership for the region’s energy purchasing, marketing and trading strategy. Responsible for purchasing natural gas and electric power for all of BP’s using facilities in TX, LA, OK, AR and Mexico, totaling \$600 million annually.

1995 – 1998

SALES REPRESENTATIVE, AMOCO CHEMICAL COMPANY; LISLE, IL (LATER ACQUIRED BY BP)

Developed, maintained and expanded customer relations (mainly in the coatings and plastics industry), while successfully increasing sales for Amoco Chemical Intermediate products, maximizing profitability.

1992 – 1995

NATIONAL ACCOUNT EXECUTIVE, DTE; DETROIT, MI

Established and maintained customer partnerships and grew Detroit Edison profits. Energy consultant for national chains located in the Detroit Edison service territory. Specializing in connecting new accounts, assuring reliable, quality service and promoting energy efficiencies; collaborating with other internal departments to offer comprehensive solutions.

1989 – 1992

FERMI II, MECHANICAL & FLUID SYSTEMS, PLANT ENGINEER, DTE; MONROE, MI

Developed design modifications to the nuclear power plant. Provided technical assistance for Plant Operations and answered regulatory concerns on mechanical systems and chemistry.

EDUCATION

M.B.A, CENTENARY COLLEGE

B.S., CHEMICAL ENGINEERING, MICHIGAN STATE UNIVERSITY

ORGANIZATIONS

BOARD MEMBER, GREEN NRG INSTITUTE

CHAIRMAN, FINANCE COMMITTEE, ASSOCIATION OF ENERGY ENGINEERS

CUSTOMER ADVISOR GROUP, EDISON ELECTRIC INSTITUTE

ADVOCATE, CORPORATE RENEWABLE ENERGY BUYER’S PRINCIPLES

SKILLS

- TRUSTED BUSINESS PARTNER
- SUPERVISE, TRAIN, DEVELOP AND MOTIVATE STAFF
- CERTIFIED ENERGY MANAGER
- SMART NEGOTIATOR
- HIGH JUDGEMENT
- PROFICIENT IN ARIBA SOURCING/CONTRACTING MODULES, SALESFORCE
- GLOBAL PROCUREMENT, STRATEGY DEVELOPMENT
- ACCOUNT GROWTH MANAGEMENT
- EXCEPTIONAL CUSTOMER SERVICE