

Joseph E. Turk

Profile

Experienced salesman and manager with broad based experience in diverse environments where consistent performance and constant adaptation are the keys to success.

- Nationally recognized authority on the application, design, installation and service of both packaged cogeneration systems and desiccant dehumidification systems.
- Highly skilled in database and spreadsheet programming.
- Efficient trouble-shooter and problem solver; established reputation for resolving difficult situations.
- Adept at controlling costs and meeting schedules.
- Strong organizational and communication skills, as well as technical and interpersonal skills.
- Resourceful and innovative self-starter.
- Successful in settling disputes while achieving goals.

Professional Experience

1997 - Present PWI Energy, Inc. Philadelphia, PA

President

In four years, has taken this startup company to international prominence in Energy Management. PWI Energy presently:

- Annually negotiates over \$100 million of natural gas and electricity contracts;
- Performs over forty on-site energy surveys per year;
- Manages energy for facilities in 20 states and 19 countries;
- Has Strategic Partnerships with American Home Products and GlaxoSmithKline;
- Other clients include: Bristol Myers Squibb, Rohm & Haas, Rockefeller Center, Princeton and Yale Universities, Coca-Cola, and Best Foods.

1987 - 1997 Englehard / ICC Technologies Philadelphia, PA

Wore many hats simultaneously in taking this start-up company to a leadership market position in several new technologies.

Midwest Regional Manager (1992 – 1997)

- Made over 200 presentations per year to consulting engineers and architects, Government Agencies, Fortune 500 companies, and technical conferences.
- Selected, trained and supported manufacturers' representatives.

In the twelve-month period after relinquishing all other responsibilities, sales in the region tripled, and five new representatives were selected and trained.

General Manager of Field Operations and Customer Service (1987 – 1996)

- Designed and installed 40+ cogeneration and 50+ desiccant turnkey systems.
- Wrote the installation, operation and maintenance manuals.
- Hired, trained and scheduled service personnel.
- Scheduled manufacturing, delivery and startup of all units.
- Developed software for inventory ordering and job tracking.
- Produced projects budgets and cash flow projections.
- Represented the company to energy-related associations such as the Association of Energy Engineers, Gas Research Institute, American Gas Cooling Center, and Business Council for a Sustainable Energy Future.

Director of Sales and Applications Engineering (1993 – 1996)

- Selected and trained manufacturers' representatives in over thirty cities in eighteen months.
- Hired and trained four regional managers, three targeted industries managers, and three applications engineers.

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Professional Experience cont.

engineers.

- Wrote performance/selection software used in-house and by sales representatives.
- Escorted on field tours and trained licensees and partners from Israel, Korea, China, Taiwan and Japan.
- Sales quadrupled during these four years.

1990

Gas Research Institute

Chicago, IL

Consultant

- Received grant from GRI through ARINC, Inc. of Annapolis, MD to create database structure for performance and maintenance study of U.S. cogeneration sites. Wrote proposal and created budget. In three months, set up database and transferred over 5,000 "events" at 40+ sites. The database was then used by ARINC to document over 1,000 sites nationwide.

1984 – 1987

Medco Telecommunications

Cinnaminson, NJ

VP/GM, President

- One of three partners in this start-up company, which grossed over \$700,000 its first year.

1973 – 1985

J. T. Designs, Inc.

Melrose Park, PA

President

- Self-employed Contractor and Real Estate Developer
- Residential contracting and commercial sub-contracting.
- Purchased and renovated multi-family dwellings as well as building several spec homes.

Academic Experience

1976 - Present

Montgomery County Intermediate Unit

Montgomery County, PA

Program Coordinator / Instructor

- Co-developer and teacher of a class for mathematically precocious youth. Admission requires a score of 600 on mathematics section of SAT in 8th grade.

Summers 1983 – 1986, Fall 1986

University of Pennsylvania

Philadelphia, PA

Instructor

- These summer courses met four hours per day, four days per week to teach incoming or existing graduate students the mathematics and software skills they would need in their programs of study.
- The fall course applied commercially available software and hardware to energy management problems in developing countries.

Education

1981 – 1984

University of Pennsylvania

Philadelphia, PA

- M.S. Energy Management & Policy, 1983.
- Coursework completed for PhD.
- University Fellowship 1982 – 1984.

1963 - 1967

Villanova University

Villanova, PA

- B.S. in Education, Minor in Mathematics
- Full academic/athletic scholarship.
- Lettered in basketball (captain) and track.