

Board candidate:

Fernando Esquivia, Business Development Manager (New Technology), Graybar Electric Company, Inc.

In general, why do you wish to be a Director of the San Diego Green Building Council?

I have both personal and professional goals/interests in being more involved with SDGBC and local sustainability for San Diego. I would really like to impact the local market (San Diego) through education, advocacy, and collaboration with professionals that work in the design and implementation of sustainable new technology in the built environment.

Please provide a summary of your professional qualifications, knowledge, and experience most relevant to SDGBC? Also indicate any senior management and executive level experience.

I work as the Sr. Business Development Manager and technical resource for Graybar Electric (National Supplier) on new technology for the San Diego territory. I come with 10+ yrs experience of doing technical integration in the built environment from the contractor base. I have worked from the physical layer up to the application layer with a number of different technologies, disciplines, and solutions.

Please explain your availability and willingness to participate in resource development. This may take many forms, including direct sponsorship; helping secure funding or otherwise opening doors to corporate, governmental and charitable sources.

I've worked with a number of different organizations (most recently AITP), held committee positions to organize events, and collaborated with different groups/people and charity organizations we helped sponsor. I have a lot of existing connections/relationships in market where I'd be looking to continue to further relationships to bring designers, architects, contractors/integrators, and end-users (customers) closer together on pushing a greener sustainable agenda for the built environment. Thought leadership, teamwork, and collaboration

Please describe what other expertise, experience and resources you bring to the Board of Directors.

- Worked as a Committee/Chapter member with AITP San Diego
- 10+ yrs of technical integration in the built environment for San Diego (new technology)
- Event Planning – hosting and planning different events.
- Business Development, Fund-Raising, and Network Collaborating.

Please describe your engagement with other nonprofit organizations and governance.

I've been involved with a number of different non-profit and professional organizations throughout the years most recently AITP of San Diego (Association of IT Professionals).

Please identify any affiliations, memberships, and accreditations that may be valuable to SDGBC leadership

- AITP Member 2017; most recent

Please add any additional thoughts on ways the SDGBC can improve attainment of our vision.

Collaborate not only with the architectural/design communities, but – actively work with contractors/technical integrators, supply chains (distributors), manufacturers, and end-user to bring these very different worlds closer together to effect sustainable practices and adopt real changes of how we build in the future.

Experience Focus: General Commercial Development
Strength: Strategic Planning
Committee Interest: Living Building Challenge
Ambassador/Advocate/Asker: Ambassador