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## BIOGRAPHY

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**Amol Kapur**  
Senior Sales Manager  
Brooklyn, New York

**Year Started at DSD: 2015**

**Education:**  
Bachelor of Economics / Wilfrid Laurier University  
Master of Business Administration / McGill University

[Background] Amol Kapur has had a career driven by his passion for strategy, acumen for finance and his drive for originating commercial transactions. His industry experience is broad and ranges from Telecom, Healthcare, Aviation, and to now Renewable Energy. Over his career he has cultivated extensive knowledge of different business models leverages that experience to help customers navigate solar markets across the country.

[Current Job Responsibilities] In his roles as Senior Sales Manager, Amol is responsible for originating new business opportunities across the commercial and industrial segment. He manages customer accounts while leading internal project deal team(s) interfacing with Engineering, Development, Finance and Operations. In his 4 plus years with the business Amol has developed 27 solar projects, totaling 40MW. In NY specifically, he has deployed 25MW of community solar with 8 municipalities and 1 county, while also having developed 11MW on 13 different State Colleges and Universities in the State of CT.

[Previous Work History] Prior to joining DSD in 2015, Amol worked in Sales for GE Capital Aviation Services, where he structured operating leases/ debt financing for Aircrafts with U.S. commercial airliners. He joined GE in 2012 and held various roles in the company including Liquidity for GE Capital Treasury and also graduated from GE's Experienced Commercial Leadership Program. Amol started his career off in Banking having worked in the Capital Markets for TD Securities and Royal Bank of Canada.

[Education and Fun Facts] Amol received a BA in Honors Economics & Finance at Wilfrid Laurier University in 2003 and a Master of Business Administration at McGill University in 2009. He has lived internationally in France, England, and Switzerland. Born and raised in Toronto, Amol now lives south of the border with his yogi wife and enthusiastic Vizsla, Watson.