

SARAH DAR

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

MBA Candidate, Major in Finance and Business, Energy, Environment and Sustainability

2022-2024

- **Honors:** Awarded Bendheim Family Fellowship with \$120K merit scholarship; GMAT: 750 (98th percentile)
- **Activities:** VP of Careers of Energy & Climate, member of Finance, PE/VC, Women in Investing, and Tennis Clubs

UNIVERSITY OF VIRGINIA

Charlottesville, VA

BS in Biomedical Engineering, Business Minor

2015-2018

- **Honors:** Graduated with High Honors; GPA: 3.79 (4.0 scale)
- **Activities:** Awarded \$7.5K by UVA's Center for Global Health to perform research on sustainable water filtration in Guatemala; Received \$10K National Science Foundation award to research perovskite cells' potential for producing solar energy

EXPERIENCE

NEXTERA ENERGY RESOURCES

Juno Beach, FL

Lead Project Manager – Development M&A

2022

- Coordinated due diligence efforts on over 2 gigawatts of utility-scale wind, solar, and battery storage development assets; grew NextEra's renewable energy portfolio by acquiring ~650 megawatts of high-profile projects via equity and asset deals
- Forged strong relationships with developers resulting in early access to pipeline of future acquisitions from sellers

Selected Transaction Experience:

Acquisition of a 500-megawatt wind and solar farm

- Collaborated cross-functionally with engineering, environmental, and finance teams to perform due diligence on project acquisition; managed team of seven SMEs and one financial analyst to create project valuation model of wind & solar project valued at \$500M; pitched acquisition idea to NextEra senior executives
- Optimized deal structure to take advantage of federal clean energy tax incentives by collaborating with tax and legal teams; resulted in acquisition of the project company and attractive project economics

Structure of strategic joint venture with developer

- Structured a JV for exclusive rights to acquire early-stage projects at one third of the market price (savings of \$150M), unlocking potential pipeline of 5 gigawatts of wind projects for NextEra to acquire and develop over the next 3 years
- Led negotiations with lawyers, NextEra developers, management, and counterparty to generate buy-in on key deal terms

DELOITTE CONSULTING, LLP

Arlington, VA

Consultant - Strategy & Analytics (2020-2022), Business Technology Analyst (2018-2020)

2018-2022

- Developed five-year financial model of U.S Navy's energy funding needs; resulted in \$25M budget appropriation from Congress
- Spearheaded improvement of project tracking for Navy's \$3B energy program by leveraging analytics and visualization; resulted in 20% more accurate project data to be deployed in financial models
- Recognized as youngest key personnel named on the Navy contract awarded to Deloitte (contract valued at \$135M)
- Formulated strategies to launch operations-focused offerings for Deloitte's newly formed federal sustainability practice; led development of greenhouse gas emissions tracking dashboard to be marketed across federal clients
- Facilitated emergency approval of COVID-19 vaccine by leading agile development of a streamlined application tracking system for the FDA; system interfaces with 15 systems and is used by 1,000+ employees

SWAN IMPACT NETWORK (*Angel network that invests in social and environmental impact startups*)

Dallas, TX

Associate

2021-2022

- Sourced and screened companies; conducted due diligence on 100+ social and environmental impact startups. Wrote deal memo on a renewable energy company and disseminated it to angel investors; resulted in \$200k of pre-seed funding

ADDITIONAL INFORMATION

- **Skills:** Agile Development, Tableau, SQL, R, Python, Jira, Matlab, HTML, CSS, JMP, Microsoft Office
- **Language:** Spanish (Advanced)
- **Interests:** Salsa dancing, yoga, backpacking in Latin America, craft pizza making, hiking with my two dogs