



CURRICULUM VITAE

Alexander Suma, PhD

Director



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ABOUT

Alexander is a visionary leader and technology inventor who is passionate about creating a better world by using cutting-edge technology. As serial entrepreneur, he recently successfully exited his last venture IBIS Power as Founder & CEO while he is currently sharing his learnings by coaching and consulting promising founders and companies who want to make impact. He is specialized in growth strategy, investment, human capital, technology roadmap, marketing, and Internationalization. He is a public speaker with a recent TEDx talk and is recognized as a leader-by-example with grit who believes in the power of teams, life-long learning, shared vision and aligned collaboration to make a difference.

WORK EXPERIENCE

- Aug 2023 – Present **Renewable Energy Interim Advisor - Neo Energy Storage Ltd**
Neo is creating a vertical integration of energy companies from mining to manufacturing to EPC by investing and acquiring ventures. Alexander's role is leading in evaluation, due diligence as well as strategically building the vertical.
- Jan 2024 – Present **CEO & Founder – NeXuma**
NeXuma is founded on sharing the Cleantech startup experiences with aspiring founders to accelerate their product to market journey. The company offers consultancy, investment, interim management, and venture building bringing sustainable inventions to the market in the area rising sea levels, carbon capture, renewable energy generation, energy storage, and grid management.
- Aug 2012 – Dec 2023 **CEO & Founder - IBIS Power Holding and subsidiaries**
Alexander invented, developed, and commercially built a revolutionary renewable energy solution for medium to high-rise buildings generating up to 10x more energy than conventional solar. Alexander invented and led the company for over 10 years from a sketch to a successful Internationally renowned business with an essential solution for sustainable cities.
- Delivered as CEO & Founder**
- Led company from start-up to scale-up with large international traction.
 - Developed a sales funnel of >500M\$ in qualified leads.
 - Developed a partnership model for accelerated international growth.
 - Created global awareness of PowerNEST resulting of millions of online views.
 - Contracted 9M\$ in growth capital in equity, grants, and bank financing
 - Invented 3 products secured with 5 patent families.
 - Invented first effective roof wind energy technology.
 - Developed core team of highly qualified individuals with commercial and tech expertise and a winning attitude.
 - 33 International awards for innovation, technology, and business plans.

Jan 2012 – Jan 2014 **Managing Director - Smart Energy Buildings & Cities**
Educational startup in the field of proptech, contech and cleantech seed stage technologies in a development collaboration between academia (ESADE, UPC (ESP), KTH (SE), TU/e (NL)) and industry. Develop startup from idea to a self-sustaining business.

OTHER STARTUPS

Oct 2019 - Present **Senior advisor - Equal Table**
Non-profit providing an event structure where equal, non-judgmental dialogue take place between participants. 26 events YTD in Eindhoven and New York.

Sep 2018 – Dec 2023 **Co-Founder - UINI**
Air2Water technology development for tourism reducing plastic and pollution, Aruba.

Mar 2020 – Oct 2021 **Founder - Vivera Products**
Commercialization and trade of health products, the Netherlands.

OTHER WORK EXPERIENCES

2016 – 2022 **Leadership Consultant** - Recess College, Staff member Leadership Programs.

2015 – 2020 **Industrial Advisory Board**, Smart Energy Buildings & Cities.

2012 – 2014 **Program manager - Renewable Energy in the Built Environment** of Eindhoven University of Technology (TU/e)

2012 – 2014 **Founder and Program manager - NRG Digest**: an industry collaboration at Eindhoven University of Technology (TU/e)

2011 – 2012 **Scientist/Innovator**, Structural Reliability, TNO, Delft, the Netherlands.

2007 – 2010 **Program Manager and Lecturer**, Summer Scholars Program, College of Engineering, University of Miami, FL, USA.

2009 – 2010 **PhD Candidate, Research Assistant, Teaching Assistant** (NSF grant), College of Engineering, University of Miami, FL, USA.

2007 – 2010 **Architect**, Jo Coenen Architects, Amsterdam, Maastricht, Berlin, Milan.

EDUCATION

Doctor of Philosophy Civil Engineering, College of Engineering, University of Miami, Coral Gables, Florida, USA, Dec 2010.

Master of Science Structural Engineering, Department of Building, Planning and Architecture, Eindhoven University of Technology, Eindhoven, NL, July 2007.

Master of Architecture Architecture, Department of Building, Planning and Architecture, Eindhoven University of Technology, Eindhoven, NL, July 2007.

Bachelor of Science Structural Engineering, Eindhoven University of Technology, Eindhoven, NL, July 2006.

Bachelor of Prof. Eng. Building, Architecture and Planning, major Structural Engineering, Zuyd University, Heerlen, NL, July 2003.

CONTINUING EDUCATION

AltMBA57, AltMBA, Organizational Leadership, Oct. 2023.

Master Facilitation, The Tavistock Institute, London, UK, Jan. 2021 – Jun 2022.

TechShare by EnterNext, IPO Finance & Process Preparation, Amsterdam, NL, Sep 2018 – Sep 2019.

Leadership Insight and Intensive, the Recess College, Yorkshire, UK, Nov 2017 – June 2018.

Staff Trainee Senior Executive Leadership, the Recess College, Yorkshire, UK, June – Oct 2015.

Senior Executive Leadership, the Recess College, Yorkshire, UK, Aug – Nov 2014.

Our Future Leaders, Advanced Leadership Course, the Recess College, Leiden, NL, May – Oct. 2013.

Business Management and Entrepreneurship, Business Summer School, ESADE, Spain, July 2012.