



# Loretta Ottinger

## GM & Senior Business Developer

### Work History

2011 - Present;  
RER Energy Group,  
Senior Business  
Developer

2003 - 2009:  
ActionCOACH,  
Business Development  
Manager

2008 - 2009:  
C.F. Heckman & Son, Inc.,  
Business Manager

2007 - 2008:  
Milestone Financial  
Associates,  
Insurance Broker

2003 - 2006:  
Richard Reddy, DDS, PC,  
Business Manager

1986 - 2003:  
Quality Investment  
Castings, Inc.,  
Co-Owner, Sales,  
Systems & Purchasing

1980 - 1986:  
NCR Corporation,  
Account Manager

### Education

B.A., Business Economics  
Albright College

### Role/Relevant Experience

Loretta has more than 35 years of business experience, including business development, management, purchasing, and servicing accounts.

At RER, she opened the New Jersey market by successfully securing our initial contracts, then continuing to expand our presence in that market. Loretta has extensive experience assisting facility owners in the research phase of grant-based projects and resource-improvement efforts; she also hosts regular information sessions on key aspects of photovoltaic and solar thermal projects.

Prior to coming into solar, Loretta was with ActionCOACH, where she managed projects, coordinated communications, evaluated client needs, and matched clients with coaches. At the same time, she provided direct consulting and management support activities for a number of clients.

Loretta honed her entrepreneurial spirit and business management skills as co-owner of Quality Investment Castings, Inc., a \$6.5 million manufacturing enterprise with 65 employees she launched with her husband. Developing adaptable, easy-to-monitor systems that would grow with clients' needs, Loretta increased the number of clients by 20% each year for more than six years. She also spearheaded an energy conservation effort that resulted in significant overall savings.

Loretta got her business development start at NCR Corporation, where she managed large education, civic, and government accounts, providing customer support and education, as well as design plans for hardware and software systems. She surpassed sales goals for six consecutive years and was ranked in the top 10% of NCR's national sales force.

A life-long learner, Loretta continues to broaden her knowledge by attending training sessions and renewable energy conferences across the country.