

CLAUDIU BOCSE

Technology Executive — Solar PV & Battery Storage | CTO · VP Engineering · Technical Director

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Open to relocation to the United States (Midwest preferred) and to remote/hybrid roles | U.S. green card process underway (EB-2 NIW — no H-1B sponsorship required)

SUMMARY

Technology executive with 9 years of progressive experience, including 5 years in renewable energy (2021–present). As Board Member and Technical Director, helped scale a solar EPC from 20 to 200+ employees and past €30M (~\$32M) in revenue — building its Sales, Technical, and Procurement organizations from the ground up. Combines P&L-aware leadership (CAPEX/OPEX, ROI, pricing strategy) with investment-grade technical authority: due diligence on utility-scale projects up to 500 MWp PV with 2 GWh of co-located BESS.

CORE COMPETENCIES

Technology Strategy & Leadership · Organizational Design & Scaling · Board Governance · P&L, CAPEX/OPEX & Pricing Strategy · Commercial Structuring · Technical Due Diligence · Battery Energy Storage Systems (BESS) · Utility-Scale Solar PV · M&A / Asset Acquisition Screening · Cross-Functional Team Building · Stakeholder & Investor Relations

PROFESSIONAL EXPERIENCE

Fractional CTO / Independent Advisor — Solar PV & Storage

2024 – Present

Kromosolar Tech SRL (own advisory practice) · Fractional CTO of inoSOLAR & inoENERGY (inoGROUP) — Romania & CEE

- Serve as **fractional CTO for two companies** (inoSOLAR, inoENERGY) while running an independent advisory practice for EPCs, developers, and investors across Romania and CEE.
- Directed technical due diligence on utility-scale projects up to **500 MWp PV with 2 GWh of co-located BESS**, plus a **237 MWp / 1 GWh portfolio** — investment-readiness decisions for capital deployment.
- Structured a ~€260K (~\$280K) commercial offer for a **7 MW / 25 MWh grid-scale BESS** — MV/LV installation, substation & protection, and permitting.
- Led an organizational & financial restructuring diagnostic: mapped **75 staff across 19 departments**, identified ~€25K/month (~\$27K/month) in savings.
- Redefined a C&I sales strategy on real pricing data — repositioned the business toward **battery storage as the true margin opportunity**.

Technical Director (concurrent fractional engagement)

2024 – 2026

Quanta Energy SA — Romania

- Owned the technical-commercial interface: PVsyst yield modeling (500 kWp–50 MWp) feeding pricing, financial structuring, and complete client offers under a **Solar-as-a-Service** model.

Technical Director · Operations Manager · Board Member

2021 – 2024

Ensya Renewable Solutions SA (solar EPC) — Romania

- As **Administrative Council (Board) member**, helped scale the company from **20 to 200+ employees** and past **€30M (~\$32M) in annual revenue** during Romania's fastest solar growth phase.
- Built the **Sales, Technical, and Procurement departments from zero** — org structures, processes, documentation standards, and leadership pipelines.
- Managed operational budgets, supplier negotiations, and workflow across all delivery teams; worked directly with CEO and CFO on growth initiatives.
- Delivered **4+ MWp of C&I solar** and 3.5+ MWp of residential portfolios; led registration of **4,000+ clients** in a single national funding session.

Project Manager

2018 – 2021

Reinert Kunststofftechnik SRL (automotive plastics manufacturing) — Romania

- Led cross-functional project teams in automotive manufacturing: **€1M+ (~\$1.1M) revenue projects**, ~€500K budgets, builds delivered in under 9 months vs. a 12–15 month industry norm.

EDUCATION

B.S. Robotics Engineering — Technical University of Cluj-Napoca, Romania

2013 – 2017

SELECTED PROJECT

JOLVA - Real-Time European Energy-Market Analytics (personal product)

2026

Live: energyflow-ro.onrender.com/?lang=en - real-time ENTSO-E market data

- Conceived, designed, and shipped solo a three-product energy-analytics platform on live ENTSO-E market data: grid observability (PWA dashboard), trading & PPA analytics (capture prices, imbalance cost, PPA simulator, REST API), and renewable-asset investment simulation (IRR/LCOE, storage-arbitrage backtesting). 25+ API endpoints, 15+ EU bidding zones; analytics layer is market-agnostic and ports directly to US ISO/RTO markets (ERCOT, CAISO, PJM). Built with AI-assisted development (~5,500 lines, Node.js).

TOOLS & LANGUAGES

Tools: PVsyst (yield modeling & optimization) · EPC costing / bill of quantities · MV/LV design review · Financial modeling (CAPEX/OPEX/ROI)

Languages: English (professional working proficiency) · Romanian (native)