

MAC ZHANG

Country Manager | Electrical Engineering | Energy Storage

Perth, Western Australia • Australian Permanent Resident

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Re: Energy storage commercial and business development opportunities

Dear Hiring Manager,

I am interested in commercial leadership and business development opportunities in energy storage. As Country Manager at Tecloman Pty Ltd since January 2023, I personally develop customers and secure BESS orders, remaining involved through delivery. I am based in Perth, hold Australian permanent residency and an Australian driver's licence, and am willing to travel.

My Southpark experience spans sales, commercial discussions and delivery of two 5 MW / 10 MWh BESS systems, totalling 10 MW / 20 MWh. My Magellan Power experience includes a 233 kWh liquid-cooled cabinet and a customised 524 kWh containerised system. I also personally assisted with submitting and administering Clean Energy Council (CEC) listing applications for high-voltage residential battery storage products.

Current project discussions include opportunities associated with Horizon Power and Pacific Energy. I maintain close relationships with ACCIONA procurement personnel, Silver Stone in off-grid microgrid O&M and EPC, and Ecojoule in Queensland. I also have strong business relationships with equipment hire company Brooks Hire, SANY Silicon Energy, and local distributors Energy Spurt and ESA.

My mining and resources network includes FMG, BHP, Miracle Iron, CPM and Zijin Mining, alongside a strong relationship with Tianqi Lithium. I attend industry exhibitions annually and helped connect Tecloman with the Perth Branch of the China Chamber of Commerce in Australia. These relationships support introductions and discussions around mine-site storage, remote power and microgrids.

My technical background covers Siemens PCS selection and integration, with power plant controller (PPC) supplier contacts and partners capable of whole-plant system integration. I have also built my own customer-development workflow using AI agents and can use Codex and Claude, supporting a structured approach to prospecting and customer development.

I would welcome the opportunity to discuss how my ability to originate customers, win orders and connect technical and delivery resources could support your business. Thank you for considering my application.

Kind regards,

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PROFESSIONAL PROFILE

Perth-based Country Manager who personally develops customers and wins BESS orders. Project experience includes Southpark systems totalling 10 MW / 20 MWh and Magellan Power cabinet and customised container projects. Combines direct sales ownership with delivery involvement, industry relationships, technical knowledge and AI-assisted customer development.

CORE CAPABILITIES

Customer acquisition and BESS order conversion • Delivery coordination • Customer and partner development • AI-assisted prospecting • PCS configuration and integration • Tender and technical documentation

PROFESSIONAL EXPERIENCE

Country Manager | Tecloman Pty Ltd

Jan 2023 - Present | Perth, Australia

- Personally develop customer relationships and secure BESS orders from self-developed opportunities, with continued involvement through commercial discussions and delivery.
- Personally assisted with Clean Energy Council (CEC) listing submissions and application administration for high-voltage residential battery storage products.

SELECTED ENERGY STORAGE PROJECTS

Southpark

Two 5 MW / 10 MWh systems | 10 MW / 20 MWh total

Hands-on involvement throughout sales, commercial discussions and delivery of both battery energy storage systems, connecting direct customer engagement and commercial commitments with project execution.

Magellan Power

- **233 kWh liquid-cooled cabinet:** Project experience with a cabinet-format battery energy storage system using liquid cooling.
- **524 kWh customised container:** Project experience with a customised containerised battery energy storage system.

CURRENT PROJECT ENGAGEMENT

Current project discussions include opportunities associated with **Horizon Power** and **Pacific Energy**.

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INDUSTRY RELATIONSHIPS AND MARKET ACCESS

- **ACCIONA:** Maintain close relationships with procurement personnel.
- **Silver Stone:** Maintain close industry contact in off-grid microgrid operations and maintenance (O&M) and engineering, procurement and construction (EPC).
- **Ecojoule, Queensland:** Maintain close contact with this local integration business.
- **Equipment hire and manufacturers:** Strong business relationships with Brooks Hire and SANY Silicon Energy.
- **Local distributors:** Strong business relationships with Energy Spurt and ESA.
- **PPC suppliers and plant integration:** Supplier contacts and partners capable of whole-plant system integration, complementing my Siemens PCS and PPC/PLC knowledge.
- **Mining and resources:** Contacts across FMG, BHP, Miracle Iron, CPM and Zijin Mining, and a strong business relationship with Tianqi Lithium.
- **China Chamber of Commerce in Australia:** Helped establish Tecloman's engagement with the Perth Branch (CCCA), expanding the company's local business network.
- **Industry exhibitions:** Participate annually to maintain relationships and engage with customers, partners and industry developments.

AI AGENTS AND CUSTOMER DEVELOPMENT

Built a tailored customer-development workflow using AI agents to support a structured and repeatable approach to prospecting. Working knowledge of **Codex** and **Claude** complements this practical use of AI in business development.

ENERGY STORAGE AND CONTROLS

- **Siemens PCS:** Strong knowledge of Active Interface Module (AIM) and Active Line Module (ALM) selection and configuration, including module matching and system integration requirements and interfaces.
- **SICAM Device Manager:** PPC configuration and commissioning.
- **TIA Portal / SIMATIC STEP 7:** PLC configuration and commissioning.

ENGINEERING AND DIGITAL TOOLS

Engineering: AutoCAD, power systems, LV control, instrumentation, PLC ladder logic (Rockwell and Siemens), network protocols and MATLAB.

Data and documentation: Excel, document control, Python, C/C++, Java and Brady BMP71 labelling.

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EARLIER EXPERIENCE

Electrical Engineer Contractor | Karara Mining Ltd

Contract commenced Mar 2022

- Supported risk management and contractor supervision; liaised with suppliers, reviewed technical documents and prepared E&I installation tender documentation.
- **L161 Tailings Filtration Project:** Developed E&I cable schedules and procurement summaries; prepared single-line diagrams, termination diagrams and schematics for motor control centres, field devices and high-voltage systems.
- Updated instrumentation loop and interconnection drawings, developed and maintained Profibus block diagrams, and revised PLC and marshalling-panel network cabling.

Project Assistant | Oceania Industry

Dec 2020 - Jul 2022

- Prepared and tracked project budgets; supported work planning, procurement and electrical installation coordination.
- **Fenner Dunlop K3, Stages 1 and 2:** Supported main power cabling to control panels and LV power and control cabling to field devices; prepared cable labels and ferrules and coordinated daily electrician work allocation.
- **thyssenkrupp FC 162 E-house:** Reviewed supplier drawings and supported procurement.

Project Assistant Intern | Sichuan Kunlun Electric Power Engineering

Nov 2018 - Feb 2019

- Engaged with contractors, clients and suppliers; maintained project data and document records for a Tesla V2 Supercharging Station installation project.

EDUCATION

Master of Electrical and Electronic Engineering

The University of Western Australia | Graduated 2020

ADDITIONAL INFORMATION

Languages: English; Mandarin Chinese and Japanese - native proficiency.

Membership: Australian Labor Party member.

Licence and mobility: Australian driver's licence (WA); willing to travel for work.

References: Available on request.