Nima Taba-tabai
Sales & Partnerships
@nimacheeps

Nima joined Open Utility in 2013 as the company's first employee. His energy background covers both renewable and gas-powered generation in the UK and internationally. He has worked on projects large and small; from GW-sized power stations, down to kW-scale community wind energy projects. Nima studied Mechanical Engineering in his hometown of Calgary, Canada, and left in 2006 to work in the UK and Switzerland.

Since joining the company in 2013, Nima has worked on connecting Open Utility's technology to the commercial market. He's currently leading the placement of the commercial product within the energy industry, and securing partnerships for growth. Nima has also worked on Piclo customer service, analytics, comms, marketing and sales.

Since inception, the company has grown to 9 people, secured £800k in funding, including a £310K grant from the Department of Energy and Climate Change's Energy Entrepreneurs Fund. The startup has also gathered a number of accolades. Open Utility has been named Startup of the Year in the Initiate Awards at European Utility Week 2015, and in 2014, announced as one of the 2014 Nominet Trust 100, Green Startup to Watch 2014 by Greenwise Business, and "Rising Star 2014" by Founders Forum for Good.

For Nima, Open Utility creates propositions that have values for all the players. Its service is more than just a matching engine, but a step towards a future of a more democratic, open and renewable energy system. He says: "In an increasingly electric world, using renewable energy to generate electricity represents one of the greatest opportunities to build sustainable economies and reduce carbon emissions."

Speaker Topics

Nima has experience speaking at renewable energy conferences, lunch & learns and private events:

- Renewable energy: technology, challenges, market changes
- Piclo as an innovative service
- Technical and commercial realities of energy markets
- Commercial positioning of a product
- Analytics: Statistical techniques, finding trends