

Profile

Jamie

First Name

Smith

Last Name

Middle Initial

jamie@stellafishingco.com

Email Address

167 SAND KEY ESTATES DRIVE

Home Address

Suite or Apt

CLEARWATER BEACH

City

FL

State

33767

Postal Code

Home: (727) 424-0694

Primary Phone

Alternate Phone

Length of Residency - please select one. *

☒ 6+ years

Do you own or represent a business in Clearwater?

☒ Yes ☐ No

If yes, where is the business located? Do you conduct business with the City?

Clearwater Beach Marina

Which Boards would you like to apply for?

Marine Advisory Board: On Agenda

Stella Power Company

Employer

Chief Executive Officer

Job Title

Occupation - If retired, enter former occupation.

Power Plant Development

Have you served or do you serve on a board in Clearwater?

☐ Yes ☒ No

If yes, please list the name of the board.

Why do you wish to serve on this board/committee? If seeking reappointment, state why you should be reappointed.

As a true Floridian growing up in the Bay Area, and having lived around the country, I believe that the Clearwater area is the best area for boating and watersports in the country. I have a significant, diverse maritime background that I think will be beneficial to the board to continue to make Clearwater a premier waterfront community in the United States. I give back to the community in terms of philanthropy and job creation. This is an opportunity to give back with my time and knowledge.

What personal qualifications can you bring to this board or committee?

I was a graduate of the US Coast Guard Academy and served 10 years as an officer in the US Coast Guard. I lead the American Bureau of Shipping, Americas Division, where I was responsible for over 1000 marine engineers and surveyors. The mission was to promote the security of life, property, and the natural environment by setting and verifying standards for the design, construction, and operational maintenance of marine and offshore assets. Finally, I own a small Charter Fishing Business in Clearwater, so I am well aware of the challenges and dynamics that are currently facing our marine community.

List Community Activities

Board of Trustees US Coast Guard Academy Active Donor to several local organizations

[Jamie_Smith_12.19.2025_.pdf](#)

Upload a Resume

Question applies to multiple boards

Please attach a copy of one of the following documents: 1) valid current Florida Driver License issued to an address within city limits, or 2) Declaration of Domicile filed with the city clerk affirming residency within city limits.

Question applies to multiple boards

Are you related to any member of the City Council?

☐ Yes ☒ No

Question applies to multiple boards

If yes, please provide name and explain relation.

n/a

Question applies to multiple boards

Are you related to a city employee?

☐ Yes ☒ No

Question applies to multiple boards

If yes, please provide name and explain relation.

n/a

Demographics

Some boards and commissions require membership to be racially, politically or geographically proportionate to the general public. The following information helps track our recruitment and diversity efforts. (Optional)

Ethnicity

☒ Caucasian/Non-Hispanic

Gender

☒ Male

02/27/1978

Date of Birth

The City of Clearwater strives to promote diversity and provide reasonable accommodations for individuals with disabilities. If you are requesting accommodation, please indicate below:

By clicking on "I Agree," below, I affirm that the information above is true and correct, and that I understand and agree to the responsibilities and commitment of time associated with an appointment to a Clearwater advisory board or committee.

☒ I Agree

All material submitted to the City of Clearwater is subject to the public records law of the State of Florida including Chapter 119, Florida Statutes.

Jamie Smith

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PROFESSIONAL SUMMARY

Chief Executive Leader with +25 years of experience in leading high-performance teams, including P&L leadership in start-up, public, and private organizations. Diversified functional skill set covering operations, sales and strategy development. Former US Coast Guard commissioned officer. MBA, Master's and Bachelor's degrees in Industrial Engineering and Operations Research.

- Distributed Energy, Energy Management and Energy Technology Expert.
- Raised \$400M in capital to grow distributed generation startup. Successful exit by merger.
- President and COO of ABS Americas, responsible for \$150M+ P&L and 700+ personnel.
- Promoted to GE Executive in five years, responsible for \$400M in sales.
- Received prestigious Coast Guard Inspirational Leadership Award, 2009.
- Commanding Officer (Captain) of \$10M Coast Guard Cutter and crew of 20 personnel.

EXPERIENCE

Stella Power Company LLC – Chief Executive Officer

June 2025 to Present

Stella Power is an energy transition focused start-up that develops, builds, owns, operates and optimizes onsite power generation solutions that serve larger commercial and industrial customers, while providing services to utility grid infrastructure. Backed by a \$400M investment from Arroyo Energy Investments.

RPower LLC – President & Chief Operating Officer

June 2022 to June 2025

Expertly led distributed energy startup in \$400M capital raise. Created dominating brand awareness in the market and secured 40MWs of initial customers for onsite generation solutions, and over 80 MWs of load management clients. Successful exit in June of 2025.

Generac Power Systems – Vice President, Commercial & Industrial Sales

Dec 2018 to June 2022

Responsible for Generac's Global Commercial and Industrial strategy and sales activities including new channel acquisition, corporate development initiatives, and end customer engagement. Lead cross functional commercial team across four global regions. Responsible for \$45M subsidiary P&L (Motortech) in Celle, Germany.

- Grew new Energy Management market segment from zero to over \$125M in annual orders in less than 3 years. Added 30% incremental growth, all originated from new customers and partners.
- Secured multi-year contract for global strategic partnership with Enchanted Rock with minimum contract value of \$250M.
- Secured order for largest natural gas fired plant in Generac history with a mid-west utility (10 MWs).
- Identified targets for inorganic growth and participated in due diligence. Resulted in closing Microgrid Controls Platform – Deep Sea Electronics.
- Developed and implemented North America Strategy with focus on key verticals – Utilities; Energy Management Project Developers; Engineering Procurement, & Construction firms; Healthcare; Retail; and Oil & Gas.

American Bureau of Shipping (ABS) – Chief Commercial Officer

Mar 2018 to Oct 2018

Responsible for \$325M in global sales and organization's commercial strategy to achieve \$575M in revenue for 2018. Led strategic direction for Marine, Offshore and Government market sectors.

- Achieved sales goals in Marine and Offshore market sectors and exceeded global revenue budget by more than 5%.
- Implemented new global organization and sales process. Increased order share for new construction projects from under 20% to nearly 23% in six months.

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- Provided quarterly market updates to the Board of Directors; received consistent compliments by Lead Director for presentation content as well as focus, intensity and strategy of the global commercial team.

American Bureau of Shipping (ABS) – President and COO – Americas

Feb 2017 to Mar 2018

Responsible for 700+ engineers & surveyors, associated support staff and \$150M+ P&L, across North, Central, and South America.

- Delivered \$8.5M in incremental revenue in 2017, and drove cost reduction, to achieve 32% operating margin target in shrinking market.
- Rationalized core survey process to reduce report cycle time and improve administrative efficiency. Division met all survey KPIs, reduction in report errors, and reduced report cycle time (revenue recognition) by 30%.
- Centralized invoicing and collections. Resulted in a reduction of accounts receivable (>90 days) by \$7M or 60%. Days Sales Outstanding (DSOs) improved by 15%.
- Led a team of eight senior executives, over a six-month period, to develop a new strategy and operating model that enabled an organizational digital transformation. Developed strategy, outcomes, operating principles, process architecture and organization structure. Eliminated \$35M in cost structure and positioned company for growth. Presented to Board of Directors and received \$20M investment.

American Bureau of Shipping (ABS) – Vice President – Global Marine

Feb 2016 to Jan 2017

Built strategic marine sector organization and standardized commercial operations. Responsible for strategy to generate \$220M in new marine market sales globally.

- Developed and implemented core sales process across four global operating divisions. This included establishing pricing analytics & strategies, proposal processes, Client Relationship Management (CRM) tool procedures, sales metrics and account management protocols.
- Led 2017 strategic plan and business plan development. Focused on specific markets: container ships, tankers, bulkers, gas carriers, LNG as a fuel and FSRUs. Established sales targets that were met or exceeded in all markets for 2017.
- Developed product/service commercialization process. Executed sales initiatives focused on government, inland waterways and cyber security. Resulted in \$8.5M in incremental sales during the second half of 2017.

GE Distributed Power – Executive Sales – GM North America

Nov 2015 to Feb 2016

Responsible for commercial organization of 22 personnel, and all sales related goals and metrics for the GE Distributed Power product portfolio. Charged with developing and executing overall gas engines commercial strategy in North America, including oil & gas, power generation and mechanical drive verticals.

GE Distributed Power – Waukesha, Director of Sales – North America

May 2014 to Oct 2015

Responsible for sales team of six, and all sales related goals and metrics for the Waukesha product portfolio. Charged with developing and executing overall oil & gas commercial strategy in North America.

- Delivered on orders goal for 2014; 15% above operating plan.
- Developed relationships and gained trust of customers – channel partners & end users – at c-suite level. Resulted in over \$36M in incremental sales (new customer acquisition) and the closing of three significant projects, releasing new technology (valued at \$14M total).
- Managed ~\$500M global project pipeline. Drove rigor in forecasting process & salesforce.com implementation. Enabled supply chain/manufacturing to exceed revenue goals by 10% for 2014.
- Received “Sales Leader of the Year” award for \$6B global GE P&L in 2014.

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GE Energy – Gas Engines, Senior Business Development Manager

Jan 2012 to Apr 2014

Responsible for business development strategy for team of six. Drove end-user sales to commercial distribution channels for the GE Gas Engines product portfolio – Waukesha and Jenbacher. Expertise in reciprocating engine applications and markets.

- Account Manager for midstream oil & gas companies. Achieved \$45M in incremental sales (~30% growth).
- Managed GE Waukesha's ~\$500M global project pipeline. Responsible for annual projections.
- Developed strategy, sales collateral, pricing, and competitive intelligence analysis for several GE Gas Engines' commercial campaigns. Pitched solutions to GE leadership/officers. Received over \$1M in resources to support initiatives; resulted in over 25% growth in consecutive years.

GE Energy, Junior Officer Leadership Program

Oct 2010 to Jan 2012

Cross-functional rotational training program for prior military officers that provided on-the-job experience and formal classroom training. Rotations included:

- GE Power Generation Services – Marketing Manager: Analyzed \$42B heavy duty gas turbine services industry. Completed 'gap analysis' and 'profit pools' to identify growth opportunities.
- GE Gas Engines - Sales Manager: Developed market and enabled GE distributors to win and execute over \$20M in power generation projects, including combined heat and power plants.
- Training attended: Power Plant Fundamentals; Power Plant Evaluation, Analysis & Pricing; Gas Engines Technology; Gas Engines Fundamentals; and Miller Heiman's Strategic Sales Course.

United States Coast Guard (USCG), Lieutenant Commander

May 2000 to Sep 2010

- Served on three different Coast Guard Cutters in various leadership positions, over a span of five years. Experienced in leading successful dry dock and dockside maintenance periods for multi-million-dollar government contracts.
- First Commanding Officer (Captain) of USCG Cutter – Developed doctrine, conducted training, and coordinated logistics to commission cutter into service one month ahead of schedule. Safely delivered ship 5,500 nautical miles to homeport during busy hurricane season.
- One of 22 Lieutenants (out of over 400) selected for command of a sea-going patrol boat.
- Received the USCG Academy Junior Officer of the Year Award (2008) for outstanding performance and exemplifying personal commitment in developing future leaders of the Coast Guard.

EDUCATION

Emory University, Goizueta Business School, Atlanta, GA

Master of Business Administration, May 2012

Beta Gamma Sigma Honors Society

Stanford University, Stanford, CA

Master of Science in Management Science and Engineering, April 2006

United States Coast Guard Academy, New London, CT

Bachelor of Science in Operations Research with Honors, May 2000

Received Most Outstanding Student Award

PROFESSIONAL

US Coast Guard Academy Alumni Association, Board of Directors (Board Chair 2022 to 2023)

US Coast Guard Academy, Board of Trustees (2023 to Present)

Stella Fishing Co, LLC, Owner, Clearwater Beach, FL (March 2022 to Present)