

Rahn Mayo

Executive Summary:

Government Relations professional with a proven track record. Community leader and former Georgia legislator with an expanded network of public and private sector relationships.

Employment History:

Georgia Charter Schools Association **2024-Present**
VP of Policy and Advocacy

Lead the organization's public policy, lobbying, and strategic campaigns to influence legislation, public opinion, and key stakeholders.

Build and maintain relationships with legislators, regulators, and stakeholders.

Represent the organization in public forums, develop advocacy agendas, build coalitions, to achieve mission-driven goals.

Monitor, analyze, and interpret State legislation, to ensure legal compliance and strategic positioning.

Ameresco, Inc. **2022-Present**
Senior Account Executive

- Engaged state and local government officials, education and business leaders, in pursuit of renewable energy and infrastructure improvement projects.
- Delivered a municipal market growth strategy in Georgia.
- Developed a robust pipeline of opportunities for asset management and sustainable energy solutions.
- Collaborated with a strategic team to deliver optimal business results.

Carrier Global Corporation **2018-2022**
(NORESO)
Senior Program Manager

- Managed accounts and secured key wins with water and wastewater infrastructure projects.
- Successfully drove sales of energy efficiency construction solutions.
- Executed sales objectives and achieved regional performance records.
- Effectively facilitated proposal development process and team collaboration.
- Exceeded performance against various sales objectives.

Honeywell Building Technology

2014-2018

(Energy Services Group)

Senior Business Consultant

- Developed and maintained a pipeline of public sector activity and successfully cultivated business in a regional territory.
- Consistently exceeded sales revenue and volume goals.
- Managed procurement response strategy and coordinated resources for proposal process.

Georgia General Assembly

2009 – 2017

State Representative

- Elected to serve four consecutive terms and represent over 50,000 constituents in DeKalb and Henry Counties.
- Acquired valuable knowledge and insight about public infrastructure planning, public finance, municipal service delivery, intra and inter-governmental relations.
- Successfully developed a network of political leaders and stakeholders.
- Developed and led community engagement strategies, sponsored and passed legislation.

Education:

Howard University, Washington, D.C. Bachelor of Arts – Concentration in Communication Management

Boards & Affiliations:

Education Leadership Council, Inc.

2016-Present

Chairman

Non-profit advocacy and support for education equity