

Toby Tiktinsky, SVP of Business Development at Convergent Energy + Power (Convergent), is responsible for originating, negotiating, closing, and developing behind-the-meter projects with commercial and industrial clients, while supporting the firm's overall business development strategy. Toby comes to Convergent with 15 years of experience in project development, environmental policy and markets, and B2B sales and consulting. As Pakistan Country Director for EcoSecurities, Toby established the country's first private carbon finance company and helped to finance distributed generation and energy efficiency projects. More recently, Toby started a renewable energy origination and brokerage platform where he partnered with leading solar developers to develop projects for retailers. Previously, Toby served as Director of Business Development for BrightFarms, a venture-backed start-up that adapted the power purchase agreement contracting model to finance and build controlled environment agriculture facilities. Toby graduated with honors from the University of San Francisco and holds an MSc from the London School of Economics.