

Tecnologías sostenibles que cambiarán el mundo

Sustainable technologies that will change the world

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MARSHALL CHAPIN



Marshall leads all go-to-market activities at Indigo, including growth strategy, marketing, business development and commercial sales.

Previously, Marshall served as Chief Strategy Officer at Sense, a home energy IoT company using AI and machine-learning to build the world's first high resolution library of home device energy signatures. Marshall built Sense's earliest collaborations with electric utilities, designing solutions to help them improve profitability, drive customer engagement, and develop

new lines to serve end consumers.

Marshall joined Sense from EnerNOC, where he served as Vice President of Sales responsible for the utility sales, strategic alliances, sales operations and training divisions. Marshall led EnerNOC's marketing team through its initial public offering in 2007. Prior to becoming EnerNOC's Vice President of Sales, Marshall was co-founder and Chief Operating Officer of Highland Pellets, a private equity group building wood pellet manufacturing facilities to supply the conversion of coal-fired power plants to biomass. He was responsible for operations, human resources, technology, finance, facilities, and strategic partnerships.

Marshall was also COO of Envision Education, a nationally recognized non-profit dedicated to quadrupling the number of first-generation college-bound students in urban areas by starting small, high performing public high schools. Under his leadership, Envision opened four new public high schools in the San Francisco Bay Area serving over 1,000 students.

Marshall holds an MBA from the Johnson Graduate School of Management at Cornell University and a BA in Philosophy from Kenyon College where he was an NCAA All-American and was inducted into the Kenyon Athletic Association Hall of Fame. He has served on the Board of Trustees of Kenyon College, on the Board of Directors at the Environmental Business Council of New England and at Habitat Children's Museum in Berkeley, CA.