

Daniel Ramirez

Built and scaled a \$30M solar company. Now **building the platform layer** for the same industry.

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THE ARC

From 2015 to 2024 I co-founded and ran **Gold Rush Energy Solutions**, a residential and commercial solar EPC. We grew it past **\$30M annual revenue** (\$18M average), built a 70-rep field force, drove **\$130M+ in lifetime sales**, and installed over **40 MW** — recognized as the 49th largest solar installer in California and four-time "Best Solar Company" winner.

I taught myself the engineering side along the way, originally to make Salesforce do what it should and contracts generate themselves. By the end I was writing Apex, LWC, Google Apps Script, and SQL well enough that the in-house tooling outpaced what we could buy.

In February 2025 I went full-time on the engineering. I co-build **BriteBuild**, a multi-tenant SaaS that operationalizes the entire residential and commercial solar workflow — design, financing, contracts, scheduling, contractor operations. I own the data model, the pricing semantics, and a Rust/WebAssembly design tool. I'm building the product I would have bought.

Outside that work I serve as **Vice President & Secretary** of the Placerville Food Co-op board. In **April 2026 we closed the \$1.39M acquisition** of the co-op's longtime building — backed by a community capital campaign that raised 10% of the purchase in months and added 76 new member-owners. *I know the customer because I was the customer. I know the capital stack because I just helped run a raise.*

THREE THINGS I'VE SHIPPED

Gold Rush Energy Solutions co-founder & COO

2015 – 2024

Built a residential and commercial solar EPC from inception to a regional leader. Owned operations end-to-end: sales hiring + dealer network, project execution (feasibility, permitting, transformer sizing, NEM aggregation, procurement, JIT inventory), the in-house Salesforce + Google Apps Script tooling that ran the business, and FinTech / SPA negotiations that kept the supply chain liquid.

\$30M+ annual revenue **\$130M** lifetime sales **40 MW** installed **70** outside reps
49th largest CA installer

BriteBuild full-stack engineer · ShimmerWorks Inc.

Feb 2025 – Present

Multi-tenant SaaS for solar EPCs and contractors. I designed the data model (tenants → EPCs → contractors with polymorphic territory scoping and a 325-permission RBAC), authored the bitemporal pricing system that locks quote prices to a version without duplicating data, and built the Rust/WebAssembly solar design engine on Google Maps imagery. Also: financing splits, rebates engine, contract template engine with DocuSign, real-time messaging, public REST API, and the Quest Objectives task platform. I'm the largest individual contributor on the codebase.

291+ DB migrations authored **325** RBAC perms / 7 roles **130** API directories
Rust, TypeScript, Svelte 5, PostgreSQL, Python

Placerville Food Co-op VP & Secretary, board of directors

2024 – Present

Co-led a \$1.39M acquisition that took the co-op from a 15-year lessee to owner of its grocery store and the building together. Helped raise 10% of the purchase price (**\$155K+ in net proceeds in months**) through a member-driven capital campaign — new-member equity, donor-advised funds via the El Dorado Community Foundation, and a community block party — adding 76 new member-owners along the way. Long-term financing closed via River Valley Community Bank and the Local Enterprise Assistance Fund.

\$1.39M building purchase **\$155K+** raised **76** new members **2,506** member-owners

WHY THIS COMBINATION MATTERS

Solar EPCs are drowning in bad CRM, CAD, permitting, and financing software. I've lived the pain — the dispatcher at 7am, the contract that didn't account for net metering, the lender fee that was wrong on the rack-and-cable diagram. I can also ship the fix. The combination of **operator history + production engineering + community-capital governance experience** is the rare wedge for distributed solar in the IRA era.

STACK & DOMAIN

ENGINEERING	TypeScript, Rust → WebAssembly, Python, PostgreSQL, SvelteKit, Svelte 5, FastAPI, Node.js, AWS, Stripe Connect, DocuSign
SOLAR / DOMAIN	EPC operations, NEM aggregation, transformer sizing, ITC / lease / PPA finance products, Aurora Solar, Energy Toolbase, HelioScope, Enphase, SolarEdge, Green Button Data, PVWatts
OPERATIONS	Salesforce admin (Apex / LWC / SOQL), Google Apps Script, Google Workspace, supply-chain SPAs & FinTech direct-pay agreements
GOVERNANCE	Cooperative governance, board secretary practice, community capital campaigns, CDFI / community-bank financing

WHAT I'M LOOKING FOR

Conversations with founders, operators, and investors at the intersection of **solar / climate vertical SaaS, distributed energy + community finance**, and **FinTech for the trades**. Open to founding-engineer seats at a fundable startup or a technical co-founder slot where the operator + engineer combination is the wedge. Happy to talk through the thesis first.