

# JANAKI "J.R." COMEAUX

(337) 344-5530

jrcomeaux@gmail.com

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## *Professional Summary*

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Organized, detail-oriented, passionate, collaborator, Myers-Brigg type ESTP with over 20 years experience in global industry.

### **Core Competencies:**

Contract Negotiation ♦ Cross-functional Team Leadership ♦ Strategic Business Development ♦ Customer Service ♦ Financial Analysis ♦ Project Management ♦ Analytical and Problem-Solving Skills  
ESRI ♦ ArcGIS ♦ Microsoft Office Suites ♦ Microsoft Power Platforms ♦ Salesforce ♦ SAP software ♦ Adobe software

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## *Related Experience*

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**Project Manager - Development, NextEra Energy Resources, LLC** November 2021 – Present  
Arkansas, Louisiana, Mississippi, Texas; Regional Transmission Organizations: Midcontinent Independent System Operator, Southwest Power Pool

- Translate company financials, commercial risk management, technical and operating goals into effective contract strategies and objectives of multiple contractable solar projects.
- Collaborate corporate strategy presentations to executive leadership and subject matter experts, coordinating cross-functional, multi-disciplined teams.
- Strengthen high-risk projects and support construction efforts of utility-scale solar projects on time and budget delivery.
- Managing community relations, project marketing, communications, and public relations with an internal specialist.
- Foster engagement with customers, landowners, and key stakeholders; develop and maintain effective relationships with external strategic partners regarding procurement and contractual arrangements for project development.
- Coordinate local, state, and federal permitting and interconnection processes with internal and external specialists.
- Determining real estate acquisitions and site locations, directing right-of-way negotiations for surface use and mineral estates, and creating ancillary and curative assessments for site control of renewable energy projects.
- Ensure compliance with technical regulatory and legislative requirements for renewable energy contract negotiations.

**Senior Land Services Representative, NextEra Energy Resources, LLC** December 2017 – November 2021  
Louisiana, Georgia, Illinois, Indiana, Kansas, Kentucky, Oklahoma, Arizona, Utah, Michigan, North Dakota, South Dakota, Nebraska, Texas, Arkansas, Mississippi

- Execute research, interpret legal instruments to determine ownership of real estate title, and provide reports to cross-functional teams to support site acquisitions in various North American electric utility power markets.
- Analyze real estate site location and land acquisition, contracts, and disposition of properties supporting wind, solar, and storage site development with technical experience using GIS tools, Google Earth, and regional resources.
- Provide new opportunity and pipeline updates, identify problems through due diligence, and critical issue analysis in prospecting and early-stage development for utility-scale renewable generation projects.
- Engage in community development outreach, foster relationships, and instill trust with stakeholders and customers.
- Participated in processes of Accelerate, external and internal Leadership training and curriculum, Power BI, OMNI, and internal NextEra University metrics.
- Supporting financial modeling and cost-effective research of projects to drive results.
- Development of \$1B in utility-scale wind, solar, and storage projects, including direct exposure to commercial and regulatory strategies in renewable energy assets from conception to construction throughout North America.

**Lease Analyst/Independent Petroleum Landman** December 2005 – November 2017  
Louisiana, Mississippi, Arkansas, Texas, Illinois, Indiana, Ohio, Oklahoma, Pennsylvania, Utah, North Dakota, South Dakota, Nebraska, Georgia, Tennessee, Kentucky, Massachusetts, Virginia, West Virginia

- Manage compliance with oil, gas, and mineral lease agreements through careful customer transaction management, contract development, and document analysis, meeting industry requirements.
- Conducted state-wide land title research and utilized GIS expertise to create maps and databases for oil, gas, and mineral exploration while educating new team members on legal document review for project accuracy.
- Demonstrate proficiency with industry-specific software and adhere to mineral regulatory frameworks, executing lease assessments and preparing documentation like title abstracts to facilitate operational efficiency.
- Oversee project expenditure approvals and maintain detailed financial records, fostering positive relationships with landowners, legal teams, and stakeholders to ensure the smooth execution of projects.
- Strategically lead negotiations, acquisitions, and divestitures, and resolve property rights discrepancies, directing cross-functional teams to cultivate partnerships for successful oil, gas, and mineral development.

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## **Principal, Global Sales Operations Manager, HI-TEMP Survey Film, M.E.I., KPC Enterprises**

Lafayette, Louisiana

March 2002 – August 2008

- Oversee global sales in the oil and gas sector, focusing on financial oversight, sales analysis, team training, and customer engagement using advanced communication and sales strategies.
- Lead customer relationship management and distribution of specialized industry products (microfilm, MWD, LWD, downhole survey data) through skilled negotiation and market insight.
- Manage supplier relations to deliver cost-efficient services, demonstrating adaptability and resourcefulness.
- Assess and document mineral and property rights employing strategic analysis.
- Negotiate contracts for acquiring, leasing, purchasing, and selling mineral rights, focusing on drilling operations in Louisiana, highlighting expertise in energy regulations and commercial strategies.
- Craft and implement marketing strategies for product visibility and market penetration driven by entrepreneurial insight and market knowledge.
- Set pricing and credit terms based on market analysis to enhance revenue and market position, leveraging strategic sales acumen.

## **Student Athletic Trainer, Louisiana State University**

Louisiana State University – Baton Rouge, Louisiana

- Supported coaching staff and student-athletes for D-I NCAA SEC competition; Applied protective and injury-preventive devices to collegiate athletes.
- Developed pre-season and post-season workout programs, rehabilitation protocols, and pre-operative and post-operative rehabilitation protocols.
- Prepared and maintained on-field game-day training center.
- Physician extender working collaboratively within a multidisciplinary health team.
- Provided care for more than 20 male or female adults per sport assigned, e.g., men's football, defensive line, women's soccer, and men's baseball.
- Evaluated athletes' readiness to play and provided participation clearances when necessary and warranted.
- Conducted initial assessment of athlete's injury or illness to provide emergency or continued care and determined whether they should be referred to physician for definitive diagnosis and treatment.

### *Education*

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<b>Tulane University AB Freeman School of Business</b> , New Orleans, LA Master of Business Administration, concentration in Finance	May 2024
<b>Louisiana State University</b> , Baton Rouge, LA Bachelor of Science, Kinesiology: Athletic Training, Exercise Physiology Chemistry	December 2007

### *Licenses & Certifications*

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<b>Federal Bureau of Investigation (FBI)</b> Citizens Academy	October 2024
<b>Massachusetts Institute of Technology</b> Resolving Renewable Energy Siting Disputes	June 2024
<b>Loyola University New Orleans College of Law</b> *Candidate -- Nancy M. Marsiglia Institute of Justice – Distinguished Fellow	*November 2024
AAPL, CPL Candidate PMI, PMP Candidate	

### *Professional Associations*

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Engaged in various chambers of commerce around the state, reflecting a deep commitment to economic and community development.

Rotary International, Rotary Club of Lafayette, Member  
Public Affairs Research Council of Louisiana, Member  
AnitaB.org, Member  
Women's Energy Network, Member  
Women of Renewable Industries and Sustainable Energy, Member

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US Green Building Council Louisiana, Member  
Lafayette Association of Petroleum Landmen, Member  
Tulane University Alumni Association, Member  
LSU Acadiana Chapter of the National LSU Alumni  
Association, Member  
LSU National Letterwinner Club, Member  
American Association of Professional Landmen,  
Membership Number: 00095844  
American Land Title Association, Member

Professional Landmen's Association of New Orleans,  
Member  
College of Education Student Senator, Legislative  
Branch, LSU Student Government, Former Member  
Swimming Coach, Camp Shriver, Special Olympics –  
Baton Rouge, Louisiana  
Safe Environment Certification – Diocese of Lafayette,  
Louisiana

## *References*

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References are available upon request.