



**Dean Middleton**  
General Manager, Latin America & Caribbean

Dean Middleton is general manager for Latin America & Caribbean at Trojan Battery Company. With over 20 years of experience in global sales and export of renewable energy systems, Middleton was recently promoted to General Manager and is responsible for managing Trojan's key sales initiatives for foundational and emerging markets within Latin America & Caribbean through the company's network of distributors and direct accounts.

Prior to joining Trojan Battery in 2009 as Director of Sales for Renewable Energy, Middleton served as export sales manager for SunWize Technologies Inc. He led the company's wholesale export of photovoltaic systems throughout Latin America and the Caribbean and provided sales and technical support to local solar dealers and government agencies. In addition, Middleton managed a program at SunWize which partnered with the Export-Import Bank of The United States to provide export customers with access to short-term credit to grow their solar businesses. During his tenure the company saw its dealer network expand to more than 25 countries.

As international sales manager for Applied Power Inc. from 1995 to 2001, Middleton managed sales of photovoltaic systems for the company's export customers in Latin America, expanding its global dealer network in more than 10 countries. Middleton began his solar career in the 1991 in the solar thermal industry at Sage Advance Corp. before entering the photovoltaic industry in 1994 as a technical sales manager at Sunelco Inc., a pioneering off-grid renewable energy solutions provider.

Middleton holds a Bachelor of Arts degree in international studies and Spanish from Earlham College in Richmond, Ind.