



MARY NITSCHKE

I grow profitability through energy saving initiatives for the built environment. I optimize building performance by measurement and analysis yielding the shortest payoff. I coalesce personalities and skills into high performance teams. I've led decades of initiatives resulting in high yield performance and return on investment for the nation's largest property owners

SNAPSHOT

Passionate catalyst for organizational growth

Efficiency engineer with measurable results

Collaborative team builder, passionate mentor

Tech savvy, results driven performance architect

Seasoned network of high-level resources

CONTACT

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KEY ACCOMPLISHMENTS



Annual revenue increased from \$988.1 million to \$1.57 billion during my tenure with RealPage. Profitability was elevated by building out the company's platform to include sustainability verticals that were estimated to save property owners and residents \$25.5 million annually. Adding a sustainability vertical to the company's offering created new visibility on the international investment stage as well.

RealPage traded for \$10.2 billion in an all-cash deal with an international investment firm in what was deemed by national media a "transformational deal for the real estate industry" in 2021.

Prometheus solidified its position as the largest privately held multifamily owner in the San Francisco Bay Area growing its apartment portfolio to over 13,000 units across the Bay Area, Seattle, and Portland regions. Having reached \$101.4 million annual revenue during my tenure, the company's "hold" investment strategy is a perfect fit with the long view of sustainability.

Integrating innovative and sustainable features into Prometheus properties reduced operational costs, improved profit margins and stabilized occupancy with environmentally conscious, brand-enthusiast residents.

Set the framework for Prometheus's attainment of B Corp Certification, which aligned the regional firm with global standards. This strengthened the brand on the global stage and attracted a wider stratum of sustainability-focused investors.

EXPERIENCE



Chief Sustainability Officer | Climate Software startup • 2024 - present

Joined a software startup in its first year. Significantly expanded sales pipeline, guided creation of a full product line tied to market demand and reviewed product for regulatory accuracy, formed connections with key industry groups and collected customer feedback.

Advisor | Waste AI startup • 2025 – present

Vice President, Sustainability | RealPage • 2019 - 2023

Director of Ancillary Services | Prometheus Real Estate Group • 2007 - 2019

Sustainability Editor | Yield Pro magazine • 2023 – present

HARD SKILLS, CERTIFICATES



Energy Resource Management Certification, UC, Davis

Certifications: GRESB AP, LEED O&M, TRUE advisor, BOMA ESG, TCFD, Sustainable Materials Mgmt.

Utility Management Advisory, founder, first President and editor

RealPage steering committee

Prometheus Sustainability Lead

CAA Water Conservation Task Force 2014

NAA Sustainability Task Force

Journal of Utility Management, founder and editor

EDUCATION



BA | UC Berkeley