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WORK EXPERIENCE

SOLAR SALES REPRESENTATIVE

- ➤ **SOLAR ENERGY PARTNERS** North Bay, CA
- > October 2020 to Present

I am currently working as an 1099 independent contractor whose job responsibilities are to find possible qualifying households that might qualify for solar and hopefully direct them into going green while also saving them money on their electricity bill. I work with the customer to try to fulfill their needs and goals for solar while also not jeopardizing my commission to a loss. Not only do I have to generate leads, but I also have to prepare a design proposal with our upstream and downstream partners for the customer and negotiate with them to close a deal that they are happy with. After an agreement has been signed off, I follow up with the customers and our partners occasionally for status updates and, if possible, to expedite them up the schedule until the solar system has been given "Permission To Operate."

ELECTRO-OPTICAL ORDNANCE TECHNICIAN

- ➤ United States Marine Corps San lose, CA
- > June 2018 to Present

I am currently a reservist LCPL in the Marine Corps as an 2171-Electro-Optical Ordnance Repairer. In simpler terms, I work with anything optical related gear ranging from night vision cameras, to thermals, and to the targeting systems on a LAV, JAVELIN, SABER, Howitzer, and many more military equipment. I learned how to inspect, inventory, and maintain these and, if needed, repair them utilizing a technical manual.

Solar Lead Test Technician

- > PVEL Berkeley, CA
- > June 2019 to July 2020

I was a Solar Lead Test Technician (night shift) at PV Evolution Labs. In simple terms, I work with leading a small group of test technicians at night to put solar panels through various different tests that measure their efficiency in many different ways. For example, in one of the tests, I have to use a dremel to expose the backside of a solar panel and solder certain joints together to isolate individual cells. I also occasionally work with upstream and downstream customers to help facilitate the logistics side of the

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testing process. I have been on work related trips to other places like Texas to inspect and test the solar plant's solar panels. At this job, I have experience using various equipment such as oscilloscopes, multimeters, digital calipers, levels, and torque tools. I have also operated a forklift, soldered components together, helped our engineering department by fabricating structures according to their designs, worked as quality control, worked in a warehouse environment, and collected data from various testing stations and uploaded them into our programs. I have also worked a bit with Microsoft office programs such as excel and word.

DIGITAL MEDIA INTERN

- ➤ Board of Directors Redwood City, CA
- ➤ September 2017 to June 2018

I interned for David J. Canepa, the District 5 Supervisor of San Mateo County. I handled things in the office occasionally, but I mostly handled media related jobs such as taking pictures or videos of events and also editing them using software such as Adobe Premiere.

SALES ASSOCIATE

- ➤ BEST BUY Colma, CA
- October 2016 to January 2017

I worked as a seasonal employee during the holiday season. During my time at Best Buy, I worked hard to reach a certain sales quota every month and also assisted people with questions relating to routers and modems, home devices like Amazon Echos and security cameras, and portable audio devices such as Bose headphones and Beats Pills. I occasionally helped out in other departments with their customers and sales.

EDUCATION

- ❖ UC Berkeley Extension Berkeley, CA 2022
- SKYLINE COLLEGE San Bruno, CA Graduated May, 2022
- ♦ United States Army Ordnance School Fort Lee, VA October, 2018 to April, 2019
- ❖ Westmoor High School Daly City, CA Graduated May, 2017



MILITARY SERVICE

Branch: United States Marine Corps Reserves - June 2018 to Present

RANK: E-3

MOS: 2171 Electro-Optical Ordnance Repairer

CERTIFICATIONS AND LICENSES

<u>UC Berkeley Extension Full Stack Coding Certificate</u> - UC Berkeley Extension, June 2022

Full Stack Development course that teaches the fundamentals of the MERN stack and how to apply it in real world situations and projects.

AS-T in Business Administration - Skyline College, May 2022

Completed the AS-T program for Business Administration from Skyline College.

ELECTRO-OPTICAL ORDNANCE REPAIRER - April 2019 to Present

Certified technician for anything relating with optical equipment in the Marine Corps. Have basic experience in programming in C++.

GOVERNMENT SECRET CLEARANCE - June 2018 to Present

I acquired secret security clearance from the Marine Corps due to it being one of the essential requirements for my military occupation.

Home Improvement Salesperson (HIS) License - December 2020 to Present

I have a HIS license from the California State License Board (CSLB) which gives me the ability to legally consult homeowners about anything relating to home improvement and also sell them products such as solar systems or reroofs.

