***Christian Guisset***

*Sarasota, Fl* ***9415493152***

*chrissolarpower4all@gmail.com*

**PROFILE**

Energetic, in-home and virtual sales professional with excellent negotiations skills.

Efficient, dedicated, and responsible business leader.

* Highly experienced in efficient client services & administrative functions.
* Proficient in Solar Photovoltaic and various solar products.
* Skilled in marketing & detailed product presentations.
* Top producer in sales (grossing $100,000 monthly).
* Certified in N.E.P.Q (Neuro Emotional Persuasive Questions) with Jeremy Miner

**PROFESSIONAL EXPERIENCE**

**Circuit Electric Solar*, St-Petersburg, FL* State Sr Solar Specialist,** Florida State  **Jul 2022 - Present**

* Analysing annual energy consumption - kilowatt prices and rooflines; conducting home

energy inspections and designing Solar Photovoltaic systems (100% power bills offset).

* Presenting In-Home and Virtual Residential Solar energy solutions, educating homeowners

on the benefits of owning solar versus renting their power.

* Negotiating and closing deals with a positive impact on client budgets.
* Research of best financial options and rates, as well as incentives for the client, and ensuring

proper and professional installation of products, to ensure positive business growth

and expansion from client referrals.

**Solarmax*, Largo, FL*  Regional Sr Solar Specialist,** SW-Fl Territory. **Jul 2017 – Jul 2022**

* Analysed energy consumption by conducting home energy inspections.
* Formulated presentations for residential solar energy solutions, educated homeowners on

Solar Photovoltaic Systems, solar hot water heaters, solar a/c systems, radiant barriers,

solar attic fans, air-conditioning saver processors and attic insulation.

* Negotiated and closed deals with a positive impact on client budgets.
* Research of best financial options and rates, as well as incentives for the client, and ensuring

proper and professional installation of products, to ensure positive business growth a

and expansion from client referrals

**Tropical Solar*, Dunedin, FL*  Regional Sr Solar Specialist,** SW-Fl Territory **Jun 2013 – Mai 2017**

* Analysed energy consumption by conducting home energy inspections.
* Formulated presentations for residential solar energy solutions, educated homeowners on

Solar Photovoltaic Systems, solar hot water heaters, solar a/c systems, radiant barriers,

solar attic fans, air-conditioning saver processors and attic insulation.

* Negotiated and closed deals with a positive impact on client budgets.
* Research of best financial options and rates, as well as incentives for the client, and ensuring

proper and professional installation of products, to ensure positive business growth

and expansion from client referrals.

**Suntec, *Clearwater, FL***  **Regional Solar Specialist,** SW-Fl Territory **Apr 2011 – Jun 2013**

* Analysed energy consumption by conducting home energy inspections.
* Formulated presentations for Solar home energy solutions, educating prospects on solar photovoltaic

systems, solar hot water heaters, solar pool systems, solar a/c systems, radiant barriers, solar attic fans,

air-conditioning saver processors and attic insulation.

* Negotiated and closed deals with a positive impact on client budgets.
* Research of best financial options and rates, as well as incentives for the client, and ensuring

proper and professional installation of products, to ensure positive business growth

and expansion from client referrals.

**Go Solar*,*** ***Orlando, FL***  **Solar Specialist, Central-FL Territory**   **Feb 2008 – Aug 2010**

* Analysed client electricalconsumption.
* Educated clients on solar water heater benefits versus electrical tanks, with a professional

presentation which included technical and financial advantages of solar products.

* Negotiated and closed deals, ensuring a positive impact on client budgets.
* Research of best financial options and rates, as well as incentives for the client, and ensuring

proper and professional installation of products, to ensure positive business growth

and expansion from client referrals.

**Clearstream Banking*,* *Luxembourg* Treasury operations Officer** **Dec 2003 – Jan 2007**

* Regular checks of Reuters and Broker deal tickets done by traders and cash payments releases.
* Cash management of UBS accounts, cash netting related to day-time bridge settlements with

Euroclear.

* Managing nighttime link cash facilities for Clearstream customers (collateral management)

and money market deposits.

**The ABN AMRO Bank*, Luxemburg*** **Securities Transfer Officer**  **Aug 2001 –Dec 2003**

* Treatment of securities transfer files incoming, outgoing and internal, including

contacting counterparties to agree on settlement details.

* Sending instructions via Swift / Cedcom to custodians.
* Follow up of settlement problems & booking of transactions free of payment**.**

**The Bank of New-York, *Brussels, Belgium*  Dutch Market Tax Specialist**  **Oct 1998 – Jun 2000**

* Dutch tax relief at source and tax reclaim procedures implementation.
* Treatment of all questions related to withholding tax, client support, internal and external

requests and queries handling.

**EDUCATION**

*University of Brussels –Brussels, Belgium. June 1991.*

*Neuro Emotional Persuasive Questions (NEPQ) 2022*

**LANGUAGES**

*Fluent (written and spoken) in English & French*