# Objective

To grow sales career in sustainability in a place where I can contribute using my knowledge of technology, economics, and project management to build and grow an organization

# Experience

## Ford Pro – Charging Sales Solution Manager, Etters, PA 5/2022-present

* Leading sales representative for Ford Pro’s EV charging team, selling the most new logos in first year
* Piloting multiple Fortune 500 companies’ fleet’s depot charging installations
* Growing electric fleets through home charging programs and working with companies directly, as well as with their fleet management companies
* Collaborating closely with Qmerit for the success of many of these home installation programs.

## Verdek – Regional Sales Manager, Camp Hill, PA 2/2020-5/2022

* Managed sales for the east coast for Verdek
* Worked with multiple vendors, installers, and customers to provide a turnkey EV charging solution for their parking lots.
* Collaborated closely with the CEO and installation partners to develop quotes for customers on installations.

## Noodoe – Sales Manager, Los Angeles, CA 9/2019-1/2020

* Generated EV charging business leads through strategic outreach into the hospitality industry in Los Angeles that led to installations with different partners in the area.
* Supported media events for the company at major hotels in the area.

## Spectrum – Account Executive, Los Angeles, CA 5/2019-7/2019

* Sold phone, internet, and TV services to businesses.
* Targeted competitive geographic locations that had overlap of cable services.

## Tesla/SolarCity – Energy Advisor, Camp Hill, PA and Los Angeles, CA 6/2016-11/2018

* Began as an energy specialist for SolarCity, ranked 3rd in the company for sales generated in this position in November 2016 and was consistently 3x the quota
* As an energy advisor, averaged 8 sales a month with average systems being 11kW installations.
* Sold 70% PPA’s and 30% 10 year and 20 year solar loans, some with Powerwalls.
* Developed knowledge of battery technology, solar, and financing options.

## Solar Innovations - Project Manager, Pine Grove, PA 8/2014-2/2016

* Managed 4 million dollars worth of aluminum and glass projects over the course of a year
* Assisted with troubleshooting hardware needs for onsite installations using shop drawing approvals, change orders, reworks, and service and warranty requests.

# Education

## Arizona State University 8/2006-5/2010

Dean’s Scholarship for all 4 years while attending and finishing with a 3.22 GPA in Business with a concentration in sustainability, and a minor in economics.

**Skills**

* Proficient in Salesforce and Outlook.
* Skilled at video and in-person sales demonstrations to customers.