

William Isengard

Albuquerque, NM | 505-301-5078 | William.Isengard@gmail.com
<https://github.com/WilliamIsengard> | www.linkedin.com/in/william-isengard

Fullstack web developer with previous business development and sales experience seeking junior developer position at local innovative company.

Technical Skills

- **Languages:** HTML, JavaScript, PHP, CSS
- **Frameworks:** Bootstrap, Angular, Node
- **Version Control:** Git, GitHub
- **Database:** MySQL
- **Tools:** PhpStorm, Atom, Chrome Developer Tools, GitHub Desktop, Slack, Asana, Salesforce

Business Skills

- Business Development
- Project Management
- Operations Management
- Marketing and Blogging
- Sales and Lead Generation
- Customer Service

Recent Employment

JW Smart Solutions, LLC

Founder/Business Development

2018-Present

- Marketing and business operations for consulting firm that specializes in clean energy economic development.
- Work with commercial, industrial, agricultural, non-profits, utilities, and government agencies.
- Specialize in behind the meter, distributed generation, and wholesale of photovoltaic power generation.
- Provide all financial modeling and services to clients to ensure proper financing and ROI for their energy projects.

NM Solar Group

Business Development

2017-2018

- Managed and scaled business operations from seven to 53 employees at fast growing local solar company.
- Generated 900% YOY revenue growth
- Expanded Albuquerque operations and opened new Alamogordo branch to serve southern NM and El Paso, TX.
- Secured \$300k in state and federal job training funds.
- Hired management and operations teams for project management, engineering, finance, and marketing groups.

SolarCity (DBA Tesla Energy)

Field Energy Consultant

2016- 2017

- Outside sales of solar and battery backup systems for largest residential solar provider in the US.
- Managed full sales cycle including lead generation, design, sales, project management, and customer service.
- Utilized social media, networking events, direct engagement, and word-of-mouth marketing to generate leads.

HP, Inc.

Corporate Account Manager

2014-2015

- Utilized consultative selling techniques to manage and support healthcare vertical in NYC and NJ.
- Exceeded yearly revenue goals of \$18M+ and 110%+ yearly margin quota.
- Implemented and maintained PC product solutions within diverse IT environments via multiple routes to market.
- Played key role in account planning, pipeline management (Salesforce), and sales activity with field partners.

SMB E-Commerce Sales

2013-2014

- Direct sales of personal systems (PCs, laptops, tablets, etc.), servers, and networking products for SMB clients.
- Provided complete solutions from initial discovery evaluation through quoting, follow-ups, and phone sales.
- Earned repeat business via right-sized recommendations, technical knowledge, and responsiveness.
- Team leader in sales every quarter with 228% sales quota average over last four quarters.
- Received team MVP award over several quarters and "Overachiever" award.

Enterprise/SMB Pre-Sales

2010-2013

- Technical consultation, order processing, and lead generation for SMB customers, resellers, and inside sales.
- Supported printing and personal systems, servers, networking, and enterprise storage products.
- Consistently met and exceeded all metrics for performance and quality.

Education

Deep Dive Coding Bootcamp, Albuquerque

2019

- Intensive 400+ hour full-stack web development curriculum
- Focus on programming modern, in-demand software, websites, and apps
- Technologies include LAMP stack, PHP, HTML, CSS, JavaScript, Git, Object Oriented Programming, etc.
- Capstone Project: Art Haus- A local art discovery and sharing platform

University of Phoenix, Albuquerque

2012-2013

- 21 credit hours completed towards MBA
- To be completed as soon as possible
- 3.89 GPA

University of New Mexico, Albuquerque

Graduated 2009

Bachelor of Arts- Liberal Arts

- Graduated Cum Laude
- Interdisciplinary studies with focus on sociology and communications
- 3.66 GPA