

William Isengard

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Education

CNM Deep Dive Coding Bootcamp, Albuquerque

Graduating 3/2019

- Intensive Fullstack 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.
- Schumann Foundation Scholarship recipient

University of Phoenix, Albuquerque

2012-2013

- 21 Credit Hours Completed Towards MBA
- 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

Employment Highlights

JW Smart Solutions, LLC

Founder and CEO

June 2018-Present

- JW Smart Solutions is a consulting and engineering firm founded to assist commercial clients with designing, engineering, and brokering solar PV systems with the goal of maximizing ROI and easing the process of going solar.

NM Solar Group

CEO

June 2017-June 2018

- Managed and scaled business operations for fast growing local solar company.
- Expanded headcount from seven employees to 53.
- 900% YOY revenue growth.
- Expanded Albuquerque operations center and opened new branch in Alamogordo, NM to serve southern NM and El Paso, TX.
- Secured \$300k in state and federal job training funds.
- Hired and established management and operations teams for project management, site managers, commercial engineer, marketing manager, quality manager, designer, and accountant.
- Additional responsibilities included HR, recruiting, IT, compliance, safety, bookkeeping, etc.
- Former Positions: Business Development Manager and General Manager.

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.
- Responsible for full sales cycle including lead generation, pipeline management, system design, quote creation, proposal presentation, sale closing, project management, customer service, and referral generation.
- Utilized social media, networking events, event participation, 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 accounts in Liberty District (NYC and NJ), exceeding yearly revenue of \$18M+ and 110%+ yearly margin quota.
- Implemented and maintained PC product solutions within diverse IT environments via direct and indirect routes to market.
- Coordinated resources (field sales, technical specialty teams, administrative groups, service delivery, etc.) to meet customer needs.
- Played key role in account planning, pipeline management (Salesforce), and implementation of action items with field sales partners.

SMB E-Commerce Sales

2013-2014

- Direct sales of PPS and Enterprise products for SMB customers.
- Provided complete solutions from initial discovery evaluation through quoting, up-selling, follow-ups, and phone sales.
- Earned customers' trust and repeat business through right-sized recommendations, demonstrated technical knowledge, accessibility, and quick 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.

EB/PPS Pre-Sales

2010-2013

- Technical consultation, order processing, and lead generation for small and medium business customers, resellers, and ISRs for printing and personal systems.
- Technical consultation and sales assistance for enterprise systems (servers, networking, and DAS/NAS/SAN storage).
- Consistently met and exceeded all metrics for performance and quality.