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# Grayson Deese

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## Education

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### University of North Carolina at Charlotte- Charlotte, North Carolina

- Full-Stack Coding Bootcamp (2020)

### North Carolina State University- Raleigh, North Carolina

- Bachelor of Science: Environmental Sciences (2020)
- Minor: Business Administration (2020)
- Relevant coursework:
  - Calculus I & II
  - Physics I & II
  - Organic Chemistry
  - Statistics

## Work Experience

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### EventOPS- Raleigh, NC

11/2019 to Present

#### *Business Development Representative Intern*

- Created and executed a multi-faceted prospecting plan through calling, email, leveraging personal networks and following up on marketing generated lead in order to build up our sales departments' pipeline.
- Participated in weekly sales meetings to review quotas and forecast revenue with the sales team.
- Managed clients in customer relationship management (CRM) software.

### Blue Raven Solar – Raleigh, NC

05/2019 to 08/2019

#### *Sales Representative*

- Continuously improved personal knowledge of all commodities, financing options and service features to best diagnose customer needs.
- Recruited, established and managed an active portfolio of approximately 200 clients in the Wake County area.
- Ensured an exceptional customer experience by constructing effective business relations.
- Developed clientele by assessing houses for solar energy based off roof orientation, power usage and credit.

### NC Solar Now – Raleigh, NC

03/2018 to 01/2019

#### *Solar Ambassador*

- Compiled leads for solar electric, solar water heating, and solar pool heating systems.
- Constructed sales profile with marketing information and business strategy for potential customers and diagnosed situations in which solar energy could lower utility cost.
- Researched new environmental legislation pertaining to net metering and federal tax credits to maintain market competitiveness in an explosive industry.