
PROFESSIONAL SUMMARY

Successfully deployed several online apps working with a team of programmers. In my previous roles, I managed and completed hundreds of solar projects nationwide with outstanding results. As a programmer, I have experience with frontend and backend code and I am experienced in Javascript programming. I am an adaptable learner who has cutting-edge industry experience using React and the latest tech like GraphQL, and MongoDB.

EXPERIENCE

April 2014 - July 2014

IT Technical Support Specialist

Kari McCoy Real Estate | El Dorado Hills, California

- Supported website SEO optimization through use of HTML meta tags (description, title, keywords).
- Used back-linking to support SEO.
- Spearheaded internal blog webpage with writing HTML.
- Used CSS to make customizations to website.
- Updated Facebook account with new posts.
- Assisted in writing blog posts.

August 2018 - April 2022

Solar Roof Project Manager

Tesla, Inc. | Las Vegas, NV

- Guiding customer leads from initial conversation to installation and beyond to permission to operate (activation) of solar equipment.
- Managed pipeline of \$60M/year in projects at a given time. (100 – 300 Solar Roof contracts).
- Facilitated the growth of Solar Roof department from 10 installations per week to 130 installations per week.
- Worked closely with project management team to get customers to sign contracts for large expenditures.
- Made suggestions on how to improve the customer website process, and some of those suggestions were implemented (ability to self-select solar system size once a purchase was made).

October 2017 - August 2018

Field Energy Advisor

Tesla, Inc. | Roseville, CA

- Selling Solar in the Home Depot and in customers' homes face-to-face.
- Worked cohesively with business processing, analysts, engineering, and electricians to push projects through to completion.

- Worked with external contractors to negotiate pricing.
- Trained newly hired teammates on day-to-day activities.
- Managed 70-100 of my self-generated projects at a time.
- Built a network of referral customers.

February 2015 - October 2017

Inside Energy Consultant

SolarCity, Inc. | Roseville, CA

- Received inbound sales calls. Building value in the company through over the phone conversations. Guided customers from introduction to signing contracts, to project installation and activation.
- Using a consultative approach to discern customer's needs and discovering customer motivation.
- Managed my time carefully to complete 10-14 consultations per day.
- Was a member of Team Elite for 3 quarters due to being in the top 10% of energy consultants in the company.
- Was selected for several pilot programs by my manager.

July 2014 - February 2015

Legacy Energy Advisor

SolarCity, Inc. | Roseville, CA

- Re-engaging existing customer pipeline through outbound calls in order to transfer to inside energy consultants.
- Consistently making 100-150 calls a day which led to 4-6 qualified customers daily.
- Was selected to be part of a training program to become an energy consultant.
- Keeping a meticulous calendar appointments of when customers requested to be called. Organization was critical in this role because customers would only accept calls at certain times of the day.
- Recommended for promotion by my manager.

SKILLS

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|-------------------|-------------------|-----------------------|
| • Debugging | • Problem Solving | • Analytical thinking |
| • Time-Management | • Node.JS | • SQL |
| • React | • Javascript | • MongoDB |

EDUCATION

October 2022

Full Stack Flex Web Development - Web Development
George Institute of Technology, Atlanta, GA
Intensely studied Javascript, Bootstrap, Express.js, React.js, MVC frameworks, Principles of Programming, Algorithms, JQuery, MongoDB, Node.js. Worked collaboratively to build websites in a group setting.

July 2012

Bachelor of Science (B.S.) - Exercise Physiology
California State University, Chico, Chico, CA

PORTFOLIO

My Personal Project Portfolio: <https://my-react-portfolio-10-19-2022.herokuapp.com/>