

Matthew Hodges

Objective

To begin my career as a web developer at a leading company.

Experience

Aug 2018 – April 2022 Tesla, Inc. Las Vegas, NV

Inside Energy Advisor

- Guiding customer leads from initial conversation to installation and beyond to permission to operate
- Consistently upsold customers on adding the Powerwall 2 to their system design.
- Working closely with the project management team to generate and explain roofing/electrical quotes for customers.
- Setting proper expectations for customer installation timelines per AHJ requirements.
- Generating referral customers through a great customer experience through installation.
- Reducing cancellations by using sales persuasion
- Successfully sold and completed 2 MW of installed solar nationwide.

Oct 2017 – Aug 2018 Tesla, Inc. Sacramento, CA

Field Energy Advisor

- Explaining the benefits and details about solar in-person
- Received award from manager for embodying the company's core competencies.
- Building relationships with customers face-to-face in order to generate new referral business. Created a minimum of 30% of business from referrals.
- Working closely with the local operations team to complete solar □ Maintained a clean vehicle at all times.
- Operated independently and self-motivated to continue to generate new business for the company.
- Working with my manager to train new Field Energy Advisors. □ Frequently participated in new sales training.

Feb 2015 – Oct 2017 SolarCity, Inc. Roseville, CA

Inside Energy Consultant

- Receiving inbound sales calls. Building value in the company through relationship building.
- Using a consultative approach to discern customer's needs and pain points.

- Received the 1 Megawatt award for selling and installing over 1 MW of solar.
- Nominated to the Rising Stars program, which was a group of high performing individuals who would be trained to become manager. This was a series of classes that would be completed over 6 months.
- 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 due to high performance.

July 2014 – Feb 2015 SolarCity, Inc. Roseville, CA

Legacy Energy Advisor

- Re-engaging existing customer pipeline through outbound calls in order to transfer to inside energy consultants.
- Consistently making 120+ calls a day and usually generated 4-6 qualified customers to energy consultants daily.
- Keeping a detailed calendar of when customer's requested to be called. Organization was critical in this role because customer's would only accept calls at certain times of the day.
- Nominated to IGNITE program to join the sales team as an Inside Energy Consultant.

May 2014 – July 2014 SolarCity, Inc. Roseville, CA

Solar Canvasser

- ☐ Canvassed to generate solar leads for the company
- ☐ Qualifying customers based on electricity bill, roof type, roof orientation, and electricity discounts and then gathered potential customer information for an in-home consultation.
- ☐ Met or exceeded every weekly quota put forth by management
- ☐ Aug 2007 - Dec 2011 Chico State University Chico, CA
Bachelors of Science Exercise Physiology
GPA 3.3
- ☐ Aug 2003 - May 2007 Oak Ridge High School El Dorado Hills, CA
H.S. Diploma
GPA: 3.0

Education

Interests

Reading, Exercising, Spending time with Family, Exploring and Hiking