
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.

SKILLS

- Debugging
- Problem Solving
- Analytical thinking
- Agile Methodology
- Time-Management
- Team-player

EXPERIENCE

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 in projects at a given time. (100 – 300 Solar Roof contracts).
- Helped take Solar Roof department from 10 installations per week to 130 installations per week (at the time I left the company).
- Maintained constant communication with every one of my customers.
- Made suggestions to upper management to improve roof quoting process including "rolling-in" most commonly incurred expenses into contracts upfront which were wholly implemented.
- Worked closely with project management team to get customers to sign contracts for large expenditures.
- Used analysis to give customers a better picture of a return on their investment, which increased sales conversion.
- Made suggestions to improve quoting process for Solar Roof.
- Made suggestions on how to improve the customer's online buying 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 (customer-facing).
- Trained newly hired teammates on job duties.
- Managed 70-100 of my own projects at a time.
- Built a network of referral customers.

February 2015 - October 2017

Inside Energy Consultant

SolarCity, Inc. | Roseville, CA

- Receiving inbound sales calls. Building value in the company through over the phone conversations.
- Using a consultative approach to discern customer's needs and discovering customer motivation.
- 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 - 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.
 - Keeping a meticulous calendar 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.

EDUCATION

October 2022

Certification - MERN Stack

George Tech University, Atlanta, GA

Learned Javascript, CSS, HTML5, Node, Bootstrap, SQL, MongoDB, and React

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/>