

# Nicholai C. Hansen

San Francisco, CA

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## Profile

Passionate and driven Software Engineer with a client-facing and project management background, seeking to add even more value and personality to your company.

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## Education

UCLA | September 2011 – June 2015

Bachelor of Science | Civil & Environmental Engineering | 3.57 GPA

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## Professional Experience

### Regional Sales Manager / Solar Consultant

September 2017 – January 2019

LA Solar Group Inc.

- Consulted and negotiated with prospective residential & commercial solar clients to earn new business
- Communicated with engineers, operations, contractors and administrators to facilitate process from contract signing to solar installation and activation
- Designed solar systems based on site conditions, customer requirements and interests
- Generated and Managed over \$6 million in business and over 200 projects

### Field Engineer

August 2015 – May 2016

Manson Construction Co.

- Scheduled, budgeted and coordinated for multiple projects simultaneously under the Port of Los Angeles Maintenance Contract, in which my primary project worth \$900,000 profited \$300,000
- Provided practical solutions for repair and modification of existing structural conditions
- Read and understood project documents, solicited subcontractors and suppliers for proposals
- Identified and issued change orders, submittals, RFIs, etc.

### District Manager / Energy Consultant

August 2015 – May 2016

Vivint Solar Inc.

- Self-generated leads and consulted prospective residential solar clients to earn new business
- Communicated with engineers, operations, contractors and administrators to facilitate installation process
- Managed and trained new sales managers to foster customer outreach success
- Through training and management, helped increase branch installs by 40% from 2015-Q3 to 2015-Q4

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## Other Interests / Skills

Programming Languages: Javascript, HTML, CSS, MATLAB, Git

Music Artist Manager | July 2017 – Present

Artist – Nick Dorian

- Successfully branded and developed marketing strategy to attain over 2 million Spotify hits and counting
- Creative Advisor