

SARAH WHITMAN



SOLAR SALES CONSULTANT

Phone: (602) 555-1234
Mail: sarah.whitman@gmail.com

Address: United States, Phoenix, AZ

Results-driven Residential Solar Sales Representative with experience promoting renewable energy solutions. Expert at educating homeowners on solar benefits, tailoring proposals to client needs, and closing high-value sales.

EXPERIENCE

March 2020 - Now	SunPower Solutions / Phoenix, AZ
Residential Solar Sales Consultant	• Generate leads through door-to-door canvassing and community outreach events. • Conduct detailed needs analyses and delivered customized solar energy presentations to homeowners. • Consistently exceed monthly sales targets by 15-25% through effective objection handling and follow-up. • Collaborate with installation teams to ensure seamless customer experience post-sale.
June 2018 - February 2020	GreenTech Innovations / Phoenix, AZ
Sales Associate	• Assisted in customer qualification and product demonstrations for residential solar packages. • Maintained up-to-date knowledge of solar technology and state rebate programs. • Supported marketing campaigns by collecting customer feedback and providing insights.

SKILLS

Consultative selling and needs assessment	Expert	Knowledge of solar technology and financing options	Expert
Strong communication and negotiation skills	Expert	Customer relationship management (CRM) software proficiency	Expert
Ability to educate and influence homeowners on environmental benefits	Expert		