

Sarah Howard

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EXPERIENCE

Solar Consultant Sungevity

Oakland, CA | 2015 – Present

Sold & managed installations of over 1.3 MW of residential solar nationwide totaling \$4.9M of revenue. # 3 SC top performer in 2016 out of 65 sales people resulting in 147 installed projects. Managed customer experience from lead to install through Salesforce CRM. Generated & maintained 1/3 of sales through referral network. Held highest project velocity while holding cancellation rate 20% below the company average. Maintained senior status through product changes & platform changes throughout tenure.

Volunteered with 10 colleagues through our non-profit partner, Empowered by Light. Raised \$50K to fund solar installations on ranger stations & tourist towers in Chitwan National Park & supported a women led solar distribution company. Traveled to Nepal to help with the installs & contributed to Empowered by Light's annual conference.

B2B Sales Operations Pantheon

San Francisco, CA | 2014 – 2015

Supported the sales team in operational functions including analytics, data hygiene, pipeline management & reporting. Managed sales systems including Salesforce CRM, LinkedIn, GoToMeeting, Yesware, DocuSign, DiscoverOrg & Conga. Assisted in maintaining existing sales processes & implementing/ enforcing system compliance. Planned & executed sales related events. Established positive relationships interdepartmentally.

Sales Consultant San Francisco Giants

San Francisco, CA | 2014

Generated over \$190,000 of revenue through the sale of season tickets, group tickets, luxury suites & special events. Developed as a sales woman to best understand/ manage client needs.

EDUCATION

Syracuse University

The College of Arts and Sciences

B.A. *Cum Laude* in Psychology

Study Abroad | London | Spring 2011

SKILLS

Salesforce CRM Admin

Adobe Photoshop CC

Microsoft Office

DSLR Photography/ Processing

Web Design – Drupal, HTML

Fundraising – Project Nepal

Adobe Indesign CC

