

Home Energy Retrofit Occupations

SOLAR SALES & DESIGN TRAINING

TRAINING AT NO COST TO YOU - STARTS AUGUST 14!

- ◆ Do you have a proven sales track record & are interested in working in the Solar or Energy industry?
- ◆ Gain the skills & knowledge to sell solar energy systems for residential or small commercial markets!

Course Details

Ohlone College Newark Center

Aug. 14 – Sept. 20, 2012, Tues. & Thurs. 1- 6pm

This course provides the technical knowledge & ability to develop, prepare & present a sophisticated solar sales proposal. Topics include:

- ◆ Residential & small commercial PV system design
- ◆ Sizing & cost estimation
- ◆ Industry tools for calculating ROI & customer value
- ◆ Presentation, customer service skills, client interview & marketing practice
- ◆ Develop & present solar energy solution including financials
- ◆ Opportunity to connect with industry experts
- ◆ **NABCEP** preparation & exam (fees may apply)



Candidate Profile

- ◆ Minimum 1 year sales, prospecting, negotiation & closing experience
- ◆ Passionate interest in solar or energy field
- ◆ College degree or equivalent work experience preferred
- ◆ Strong communication & presentation skills
- ◆ MS Office proficiency; CRM & design programs a plus
- ◆ Analytical; perform math calculations
- ◆ Self-motivated & extremely goal-oriented

Sign Up Now!

Alameda County/Bay Area: kgreen@ohlone.edu

San Mateo County: HERO@smchsa.org

For updates visit <http://www.tricitiesonestop.com/>



The Home Energy Retrofit Occupations (HERO) Program is an equal opportunity program.

Auxiliary aids and services are available upon request to individuals with disabilities.

The Home Energy Retrofit Occupations (HERO) Program is funded by a \$2.5 million Community Based Job Training Grant, as implemented by the U.S. Department of Labor's Employment and Training Administration and hosted by San Mateo County Human Services Agency.