

Haris Guard

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SUMMARY OF QUALIFICATIONS

- Proficient in all aspects of full sales cycle including prospecting, qualifying, and closing deals
- Excellent communication skills, with a talent for building rapport and managing 240+ clients
- Adept in negotiating high-value contracts for B2C and B2B sales specializing in SMB & Mid-Market
- Software proficiency: Zoho CRM, Microsoft 365 Suite, SolarGraf, Aurora Solar, Photoshop, Office
- Multilingual: English, Urdu, Hindi

WORK EXPERIENCE

Erco DER Services

Dallas, TX

Commercial Account Executive

May 2023-Current

- Executed and developed 4 outbound strategies resulting in **\$2.6 million** Q3 pipeline of qualified accounts
 - Actively managing **\$1.8m** of qualified accounts pipeline currently in the negotiation stage
- Restructured and adapted Erco's successful Latin American business processes for the flagship US office
- Co-led marketing, growth, and sales departments in revising existing overseas strategies for Texas market
- Cross-trained sales strategies for Account Executives across US, Colombia, Panama, and Brazil
- Evaluated company metrics to maintain eligibility for federal, city, and utility incentives and programs
- Planned and attended conferences, tradeshow, and industry events to build and grow company presence

Momentum Solar / SolNova Solar

Dallas, TX

Sales Team Lead

November 2021-May 2023

- Led a team of 4 consultants selling premium high-value residential solar systems to homeowners
- Exceeded all company KPI benchmarks every month to date: Closing %, Sold vs Installed %, Referral %
 - President's Club | **18 new clients** per month average against the company quota of 8
- **78%** average qualified closing percentage vs. 28% company average (283 closed out of 365 opportunities)
 - **\$3,078,252** in closed deals during peak season June '22-Aug '22 (**74 closed deals**)
- **Top 1%** company-wide for 90-day total number of projects sold to projects successfully installed (**70%+**)
- Received multiple awards for achieving the **most referral revenue** generated out of all 400+ other reps
 - Averaged **\$270,000** in self-generated revenue each month throughout Q1-Q3 '22

1 Solar Solution

Frisco, TX

Sales Manager

October 2019-November 2021

- Achieved and consistently exceeded monthly residential sales revenue targets by leveraging lead generation, effective follow-up techniques, and strategic closing tactics,
 - Average monthly revenue generated **\$200,000** and with an average deal amount of **\$20,000**
- Held highest-grossing sales for **19 consecutive months**
- Developed prospect conversion plan which **increased closing ratio by 28%** in the following quarter
 - Average sales team individual revenue increased from \$120,000 to \$153,000 per month
- Developed training program for new hires and led all sales training for sales teams
- Main point of contact between the sales team and operations team to ensure projects installed on time
- Created Photoshop graphics, advertisements, flyers, and presentations to assist marketing department

Nordstrom Café / Olive Garden – Darden Restaurants

Overland Park, KS

Server

August 2015-September 2019

CommunityAmerica Credit Union

Lenexa, KS

Internship

August 2013-May 2014

EDUCATION & PROFESSIONAL DEVELOPMENT

The University of Kansas

Lawrence, KS

- Bachelor of Science, Psychology (Concentration & Minor in Business)

Spring 2019

Certifications

- **REC Group** | Certified Solar Professional
- **Clean Energy Experts (Sunrun)** | Preferred Partner
- **NABCEP** | PV Technical Sales Certification

August 2023

September 2023

Est. Completion July 2024