

Steven D. Valdez

Motivated Business Development Specialist with a dash of Engineer

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EXPERIENCE

Renosola America, Remote, CO Territory *Outside Sales/Business Development*

Dec 2014 - PRESENT

Responsible for the market development of the Colorado territory from the ground up. Grew sales from \$0 to over \$1.5 million within 1 ½ years.

Products sold included LED/Energy Solutions, Solar Panels, Inverters, and Rechargeable Battery Systems.

Consolidated Electrical Distributors, Tempe, AZ *Lighting Sales and Retrofit Solutions*

April 2014 - Dec 2014

Responsible for the acquisition and management of new and existing accounts. Also provided electrical and lighting solutions to electrical installation companies in order to facilitate growth and an increase in their revenue.

American Solar Electric, Scottsdale, AZ *Project Manager/Superintendent*

March 2012 - April 2014

Responsible for the installation of over 1000+ solar systems totaling over 1 MW in generating capacity. Oversaw crew of 2-3 installers on each job site and was responsible for crew safety and job quality.

EDUCATION

Arizona State University, Tempe, AZ

Aug 1999 - May 2003

Major: Mechanical Engineering Minor: Business Management

Highland High School, Gilbert, AZ

Aug 1995 - May 1999

Major: General Studies GPA: 3.8

SKILLS

- Highly Creative
- Highly Motivated
- Great listener, people skills
- Great problem solver
- Focused, attentive

LANGUAGES

English, Spanish