



DAVID SAITTA

- David is on the Board of Directors at Cobalt Power providing strategic guidance and leading sales leveraging his 17 years in solar; 14 years at SunPower and 3 years at Qcells. He also has 20 years of management experience in the mobile phone industry.
- Most recently, he was the President of Qcells Axia division, the direct-to-consumer business providing sales and installation services to homeowners.
- Led this Qcells division to \$28 million of booked revenue per month, representing 640 sales per month – becoming the fastest growing solar EPC in the country in just 3 years.
- Prior to Qcells, David led the SunPower Direct business growing the business from 5 salespeople to over 120 salespeople delivering over 600 sales per week. This was SunPower's most profitable channel and he reported the weekly business review directly to the President of SunPower.
- David's career started as an Accenture consultant and then quickly pivoted to transforming how people communicated by joining the mobile phone industry when just 1% of the US population had a cellular phone. During David tenure at Sprint /T-Mobile, he led all the retail stores across the country.
- As a constant innovator, David was the New Technologies Director at AT&T Mobile and pioneered the smartphone. He convinced Apple to build the first prototype of their Apple phone.

 **Qcells North America**
2 yrs 10 mos

• **Division President/Corporate Officer, Axia by Qcells**

Oct 2024 - Jan 2026 · 1 yr 4 mos

Led an amazing team to become the fastest growing solar EPC in the country. Transformed business to grow booked revenue from \$1 million to more than \$25 million per month.

• **SVP / GM Hanwha Qcells, Axia Division**

Full-time

Apr 2023 - Oct 2024 · 1 yr 7 mos

 **Senior Director of Sales - Residential Direct Channel**

SunPower Corporation · Full-time

2009 - Apr 2023 · 14 yrs 4 mos

San Jose, California, United States

Lead SunPower's Direct sales team to align with a mission for best practices and to collaborate with new product development.

2019 and 2018 President's Club (Top Sales Director for Revenue Attainment, Margin, and Growth)

For a decade, led an outstanding team for the western part of the country to develop the indirect sales channel for installer, non-installer partner dealers that works closely with marketing, customer service, logistics, IT and finance to ensure a best in class customer experience.

Achieved leading solar panel market share with the planet's most powerful solar to change the way our world is powered.

 **National Director of Sales Location Services, North America**

Autodesk

Dec 2007 - May 2009 · 1 yr 6 mos

 **Vice President Sales and Marketing**

Hands-On Mobile

Feb 2007 - Dec 2007 · 11 mos

Led Sales and Marketing for North America as a leading provider of games and applications for the wireless industry. Member of senior leadership team. Led a team of Sales Directors and Marketing professionals. Decision maker in product evaluation and green light process.

 **Senior Director**

ESPN

Dec 2004 - Jan 2007 · 2 yrs 2 mos

Developed and led the national distribution strategy and implementation to launch the premier mobile phone content experience in the industry. Secured strong distribution portfolio with leading consumer electronics retailers.

• Negotiated an innovative advertising deal with Best Buy as a strategic distribution partner for our launch

• Established over 2,000 distribution locations within 6 months from launch

 **Senior Director**

Sprint

Nov 1995 - Nov 2004 · 9 yrs 1 mo

Promotional career path from startup to the fastest company to reach \$10 billion in revenue. Won the Pinnacle Club Award for several years for recognition as the top Retail Sales Director in the country.

 **VP Sales and Marketing; Co-Founder**

PDA Dimensions

1993 - 1995 · 2 yrs

Launched this start-up company that specialized in the research, development and deployment of business application software for wireless handheld devices for the Fortune 1000. First company to receive software development kit for the first smartphone. Developed first smartphone application, Dispatch. Evangelized the convergence of mobile phones and handheld computing which are now commonplace as smartphones.

 **New Technologies Director**

AT&T

Oct 1991 - Oct 1993 · 2 yrs 1 mo

formerly BellSouth Cellular Corp

Directed strategic projects with the Marketing R&D team on innovating new technology ideas, products and procedures to position BellSouth Cellular as a leader in the cellular industry. Worked closely with Apple to develop the first two prototypes of the Apple phone. Worked with Marketing R&D to develop the first smartphone, Simon. Awarded the BellSouth Chairman's Intellectual Property Award and received patent on the automation of the cellular activation process.

 **Consultant**

Accenture

Aug 1989 - Oct 1991 · 2 yrs 3 mos