



# IAN BAMER

- Ian has more than 30 years of experience in the construction trades, including 17 years focused on residential renewable energy and energy conservation.
- He has helped over 2,500 homeowners reduce energy costs and achieve greater independence from utility companies.
- His expertise lies in practical, long-term energy solutions that prioritize both sustainability and reliability.
- Ian takes a client-first approach, treating each customer with honesty and care—as if advising a family member.
- His goal is not only to earn business but to earn trust, leading to lasting relationships and referrals. This dedication to integrity is central to everything he does.



## SunPower Corporation

Full-time · 8 yrs 9 mos

Hybrid

### Senior Residential Energy Consultant - #1 Sales Representative

Sep 2018 - Apr 2024 · 5 yrs 8 mos

San Francisco Bay Area

- Achieved #1 Sales Representative status at SunPower Direct for 8 years, with 20 out of 35 quarters as top seller.
- Received Presidents Club Award from 2016 to 2023.
- Set Company Records of 25+ Orders & \$700,000+ signed contracts in single week 3 times (Aug 2019, July 2022, Feb 2023), and 1.193mw, \$5.825 million signed in one quarter, Q1 2023.

• As a mentor and team leader, my approach has empowered over 100 sales representatives, fostering an environment where collective efforts translate into elevated performance and revenue growth.

• After setting a new sales record while transitioning from in-person appointments to 100% virtual consultations in Q2-2020, developed and shared sales techniques and best practices for virtual consultations with SunPower's Dealer Network, helping with a 49% revenue increase for the company as a whole, from 2020 to 2021.

• In 2019 SunPower entered the storage market with the SunPower SunVault ESS. To beta test this new product, SunPower needed to test the sales process, marketing, and product before a full launch. Of the nearly 30 test sites, 20+ of these were sold by myself. By creating marketing email, analytically comparing & contrasting The SunVault with other products like Tesla and LG, I was able to differentiate the SunVault, gain the trust and build confidence with my clients, thus entrusting SunPower to install this new unproven product.

• In 2018, tasked with increasing SunPower's online rating, within one week, my clients submitted over 30 FIVE star reviews, thus increasing Sunpower's overall YELP rating from 3 stars to 3.5. SunPower would later build on this strategy and go on to the claim of being the "Highest Rated Solar Company," which became a cornerstone of the SunPower offering.

♥ Leadership, Customer Experience and +6 skills

### Residential Energy Consultant

Aug 2015 - Sep 2018 · 3 yrs 2 mos

San Jose

- Top Gun Award Winner: Q1-2016, Q2-2016, Q1-2017, Q2-2017, Q4-2017
- Top Selling Representative 6 quarters running: Q3 2017 - Q4 2018. ...

...see more

♥ Technical Sales Presentations, Solution Selling and +3 skills



## Sales Representative

American Solar Direct · Full-time

Mar 2015 - Jul 2015 · 5 mos

San Francisco Bay Area · On-site

- Achieved MVP of the month in May 2015 by generating the most self generated leads and sales at the company in a single month, my very first month of selling.