



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.