

Leonard C. Earnshaw

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Objective:

My aim is to use my prior sales and construction experience to enhance customer service while establishing long term contacts. I have a core belief of always reaching for a win-win-win (customer-company-environment) situation.

Summary:

For the last 7 years, I've worked in the green energy field. I am dedicated to the mission of improving the environment through directed sales of renewable energy products and through programs such as the MassSave Program. Additionally, I have years of sales and construction experience. Consistent with my dedication to the field of green energy, I have taken courses, such as "Sustainable Buildings: Design and Construction" at Harvard Extension School. I am skilled in acquiring new clients and maintaining long-term relationships with existing clients. I have a proven track record of making new contacts, building relationships and successfully closing deals.

Work Experience:

7/2019-6/2021

Woburn, MA

Senior Energy Auditor

Mass Energy Experts

- Conducted MassSave Energy Audits
- Consistent top performer
- Estimator (project cost and implementation variables)
- Virtual and In home sales
- Developed business processes

1/2017-6/2019

Haverhill, MA

Home Energy Auditor

Revise Energy

- Conducted MassSave Energy Audits
- Consistent top performer
- Estimator (project cost and implementation variables)
- In home sales

4/2016-1/2017

Woburn, MA

Home Energy Auditor

Home Works

- Conducted MassSave Energy Audits
- Consistent top performer
- Estimator (project cost and implementation variables)
- In home sales

4/2013-3/2016
Boston, MA
Home Energy Auditor

Next Step Living

- Conducted MassSave Energy Audits
- Consistent top performer
- Estimator (project cost and implementation variables)
- In home sales

12/2012-3/2013
Manchester, NH
Insurance Sales

AFLAC

- New client acquisition
- Follow-up customer care

3/2012- 3/2013
Exeter, NH
Insurance Sales

MetLife

- Client acquisition
- Direct sales (personal and business)
- Customer service

8/2011-12/2011
Kennebunkport, ME
Skatepark Construction

Who-Skates/SPC Construction

- Concrete construction and finishing
- Site layout and planning
- Project planning/management

4/2007-8/2011
Pelham, NH
Construction Supervisor

Moorhead, Inc.

- Supervised construction of biomedical facilities and extruder systems for multinational corporations and universities
- Including: ExxonMobil, Pfizer, Merck, University of Utah
- Field engineering
- Scheduling and implementation of complex projects

3/2005-4/2007
Tewksbury, MA
General Construction

Pinnacle Construction

- Concrete construction and finishing
- Carpentry
- Assistant Supervisor

Skills:

- Construction

- General Carpentry
- Energy efficiency
- Sales skills with focus on customer service
- In-field photography
- Project Organization
- Estimator

Education:

Lansing Community College

- Coursework in the field of Psychology and Art

Cheyenne Central High School

- High School Diploma

Additional Coursework:

University of Massachusetts, Lowell

- Introduction to Web Design

Harvard Extension School

- Sustainable Buildings: Design and Construction

Computer Skills:

Microsoft Office Suite (Word, Excel, PowerPoint)

Adobe Creative Suite (Photoshop, Dreamweaver, Illustrator)

Google SketchUp

Additional Training:

OSHA 10-Hour Safety Certification

Canadian Fall Protection Certification

Insurance license and training (Mass and New Hampshire)

Building Performance Institute Certification

References available upon request