

Louis Emanuel
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Romulus, MI 48174
734-891-6692

Experience:

10/2015 to Present . Sunlight Energy Services.

Responsible for operations, sales and marketing of energy efficient devices. Project Manager of LED lights and HVAC devices to small businesses across different markets. As a contract ally to utility companies, we use rebates as a tool to help small business retrofit their lighting thereby reducing their lighting cost by more than 60%.

Responsible for analyzing current energy usage and of our clients and developing an energy management plan in order to achieve proper environmental conditions with cost effective energy utilization. Develops, maintains and manages energy tracking systems and utilities consumption database to monitor and audit HVAC controls. Evaluates and develops potential projects or activities to lower utility costs. Develops long-range plans for implementing energy conservation and recommends sound policies directed towards sustainability. Provides regular reports as to the overall effectiveness of energy management program. Participates in or leads energy management and sustainability training sessions for client staff.

Vivint Solar Technologies. Ventura, California.

11/2010- 07/2015.

Team Sales Manager.

Lead a team of sales professionals to achieve sales goals , and increase in revenue.

Sales and marketing of Residential solar products and installations in and around Southern California.

Managing and training sales force in financial understanding of Residential Solar sales, Canvassing , setting Quotas and achieving sales objectives.

Establishing stronger relationship with other team members to foster faster sales process and turn around.

10/2005 to 11/2010 Emanuel Agency- Farmers Insurance Group.

Agency Owner/Partner.

Responsible for agency growth and development, profit and loss. Grew agency

significantly in premiums, within a short time period by concentrating on business to business insurance customers.

Responsible for day to day operations of the agency, including staffing. Providing outstanding customer service and developing strong relations with customers.

Building relationships with past and new customers, to increase retention and referral business.

03/1995 to 09/2006. Honeywell home & building system. Detroit Mi.

System Field Technician.

Responsible for installation, maintenance, installation of energy efficient devices, including system debugging and troubleshooting HVAC systems.

Education:

Eastern Michigan University, Ypsilanti Michigan Bachelors of Science.
Communication Technology.

Washtenaw Community College. Ann-Arbor MI, Associates in HVAC