



William Grant - Relationship and Sustainability Development Manager

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Profile

As a seasoned Relationship and Asset Development Manager, I possess extensive experience spanning over a decade in the renewable energy and technology sector. Driven by a passion for a sustainable future, I have contributed significantly to the development and management of various asset scales, including C&I, DG, community, utility-scale, BESS, and charging infrastructure. My proficiency in delivering solutions-driven strategies has enabled me to work closely with top-level executives, supporting their growth through complex deal strategies. My track record of understanding customer needs and visions has further strengthened my ability to establish and maintain long-lasting relationships.

Strengths

Forward Thinking Negotiation skills

Business Development Adaptable

Sales Management Market analysis

Strategic planning Results-driven

Relationship management

Relationship building Client relations

Strategic planning Market analysis

Team leadership Revenue Growth

Skills

- REMOTE WORK SKILLS

Zoom
Slack
Microsoft (Teams,
Sharepoint, OneNote,
OneDrive
Google Workspace
GoToMeeting/Webinar

- PROJECT MANAGEMENT SKILLS

ProCore
NetSuite
BlueBeam
Monday
Hubspot
Salesforce
Zoho

- DESIGN SKILLS

AutoCAD
Sketchup
Helioscope
Aurora

Work Experience

04/2021 - FREELANCE
JAMESTOWN, UNITED STATES

Sales and Business Development Manager Nucor Solar

- Develop GTM strategy for Nucor Solar
- Defined target audience, created brand awareness, identified market and pricing strategies
- Successfully identified and pursued new

Work Experience

business opportunities to surpass revenue targets

- Establish and maintain strategic partnerships with key clients, leading to an impressive 30% client base expansion.
- Negotiated and closed high-value contracts leading to an exceptional 25% growth in annual contract value.
- Managing high-visibility events, trade shows, conferences
- Effectively manage the design and engineering processes and communicate technical concepts to customers and stakeholders
- Expertly oversaw site selection and conducted comprehensive feasibility studies.
- Conduct in-depth market research to drive informed decision-making
- Collaborate seamlessly both internally and externally.

04/2017 – 03/2021 RALEIGH, NC, USA

Sales Manager NC Solar Now

- Led a highly successful sales team, achieving and surpassing monthly revenue targets by 20% through effective coaching, training, and motivation
- Developed and executed innovative sales strategies, resulting in a 30% increase in market share and significant customer base expansion
- Collaborated with key stakeholders to identify and penetrate new markets, resulting in a 25% sales volume increase in the first year
- Streamlined sales processes and implemented a CRM system to enhance efficiency, reducing sales cycle time by 15% and boosting productivity
- Spearheaded the identification and pursuit of new business opportunities, leading to a 20% annual revenue growth
- Cultivated and maintained strategic partnerships with key stakeholders, driving a 25% expansion in client base
- Led cross-functional teams in negotiating and closing high-value contracts, surpassing quarterly sales targets by 15%
- Implemented innovative sales and marketing strategies, resulting in a 30% market share increase within the first year.

03/2013 – 09/2021 CHARLOTTE, NC, USA

District Sales Manager ReNu Energy Solutions

- Developed and executed strategic sales plans to

Work Experience

increase revenue by 35% within the district, resulting in exceeding annual sales targets for three consecutive years.

- Led and coached a team of sales representatives, providing guidance and training to enhance their performance and achieve individual and team sales goals.
- Implemented CRM, resulting in improved customer satisfaction, increased customer retention, and a 15% growth in customer base.
- Collaborated with cross-functional teams including marketing, operations, and finance to ensure seamless execution of sales strategies, product launches, and promotions, resulting in increased market share and brand visibility.

Education

NIAGARA FALLS, UNITED STATES

Criminal Justice Niagara University

Achievements

- Successfully obtained certifications in Sandler Sales Training, Seven Habits, Value Based Selling, SunPower, and Tesla.

Hobbies



Saving the Planet



Exploring distant lands



Time for a Quick Bucket?



Voracious Reader



Have you seen him?

References

- References available upon request.