

Damion J Remsberg,
760-908-1861
San Marcos, CA 92069

Dear: To whom it may concern,

I have always been fascinated by light and controlling it. 23 years ago I was lucky to attend a week long training program on lighting and energy saving lighting. In my years as an electrical distributor I was trained in all areas of electrical products but my passion since then has always been lighting and cutting edge technology. In the past 10 years I have watched SSL/LED lighting go from a financial fantasy to a viable financial/energy saving medium. The energy savings and maintenance reduction are simply amazing. This makes selling lighting a true win for all parties in the sales chain. Nobody loses except fossil fuel based power producers. I have gone to great lengths to make myself an expert in lighting and the means of controlling it. Here in California I have attained CALCTP (California Advanced Lighting Training Program) certification and have attended multiple 2013 Title 24 trainings to arm myself with the knowledge and power to build any lighting system to maximize its energy savings and quality of light. I am also involved as a member of the Human Centric Lighting Committee which is setting the bar for quality of light and using Color temperature to reset our own internal circadian clock. This will create a more productive employee for employers and a more productive student in our education system. <http://humancentriclighting.org/>

In addition to product knowledge I have also obtained advanced degrees in Efficiency Sales as a graduate of the ESP program (Efficiency Sales Professional Graduate). This program teaches you to sell efficiency to the C Suite as an investment not just as savings. <http://www.eefg.com/training-events/esp- certificate/>

I also just recently just passed and received my certificate as a certified California Advanced Lighting Controls Training Program (CALCTP) Graduate. <https://www.calctp.org/>

As you will see I am constantly striving to know everything in my trade. I am truly motivated to sell and to sell what I believe in. In my 22 plus years in distribution I have been consistently at the top within my company for sales and have achieved salesman of the year no less than 7 times. I am motivated to sell and I want to keep my focus by selling what I believe in. Lighting is my focus and lighting is my motivator. I want to sell not just to sell but to sell what I believe in. Lighting and the power to control it is my passion. When you have a passion you will be motivated to sell and this passion will drive me to succeed in sales as I have in the past but selling not to just sell but sell what I believe in.

I am very interested in a Sales/Technical Marketing type of position. Enclosed is a copy of my resume for your review. Thank you for your time and consideration. I look forward to hearing from you.

See more info on my philosophy at my consulting website <http://www.savemoreenergy.com/>.

Sincerely,

Damion J Remsberg

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San Marcos, CA 92069
760-908-1861
remsburg@cox.net

A talented Account Manager and Energy Efficiency Sales professional with extensive design, specification, and constructability sales experience. From small to large accounts I can assist with design and commissioning to create the most sustainable/ implemented project so as to maximize your savings for the immediate and foreseeable future.

SUMMARY OF QUALIFICATIONS

- 10 years of Solid State Lighting (LED) Design, Technical Sales and Project Management
- 22+ years of customer facing sales to OEM Customers, contractors and purchasing departments
- Proven ability design and assist in turnkey efficient lighting solutions including controls to maximize efficiency on installed systems. Especially those that will be required to meet California's stringent Title 24 requirements
- 22 years of History of increasing sales and profitability.
- Outstanding technical sales, training, leadership, and communication skills.
- Extensive Field Applications experience at the Distribution rep level with extraordinary capabilities in helping to select the right product for the application.
- Familiar with all aspects of Electronics Distribution
- Highly successful at building relationships up through the executive management level with new vigor utilizing the tools provided to me from the Efficiency Sales Professional (ESP) training which I recently graduated from.
- 16 years of calling on large contractors and was Account Manager responsible for overseeing all aspects on new and remodel construction from Switchgear, Lighting, and control systems. All materials that a distributor may sell.
- Have received certificate from California Advanced Lighting Controls Training Program(CALCTP) as certified to inspect advanced lighting control systems to insure compliance with California's new Title 24 codes.(October 2014.)
- Honored Member of the Human Centric Lighting Society Committee
- Founder of my consulting firm <http://www.savemoreenergy.com/>

PROFESSIONAL EXPERIENCE

Crescent Electric Supply Company San Marcos, CA
Account Manager

May 2005 to Sept 2014

- Responsible for calling on most of the major electrical contractors in San Diego, Orange, Riverside and LA Counties
- Winner of 9 Pinnacle Club awards for sales excellence and 3 times sold the biggest dollars in margin and top line sales in this companies' entire sales force.
- Sales Volume for my account base ranged from 5-22 million over this 9 year period. Therefore about a 10 million per year average.

- Coordinated everything from bid strategy to submittals to material procurement and implementation. Many projects ranging from Casino's to Large Public Schools, Military Universities both public and private.
- Responsible for advising and developing an entire Energy Division with COO for a 95 year old company. Liken to moving a mountain.
- Solar expert. Graduate of Solar Living Institute PV classes.
- Submittal expert proficient in assembling a one pass submittal to ensure a clean project with no ambiguity on what will be provided and installed.

Graybar Electric Company San Diego and Phoenix
Senior Sales Rep

April 1998 to April 2005

- I had 2 years in Phoenix market and then 5 in San Diego when they asked me to transfer.
- My job duties were the same as with Crescent.
- My sales numbers ranged from 5-20 million over this 7 year period and with the strongest years being in 2003 and 2004 when I was salesman of the year for this 5 billion dollar a year company. From 1998 to 2000 I grew a 2 million dollar a year territory into a 5 million dollar one. They then asked me to take over the San Diego large contractor market. Once in this position my worst year was 8 million year one and 20 million when I left.
- 5 year member of the coveted GE Lamp Counsel where lamp and ballast sales strategies for the next year. Only repeat salesman on the counsel
- Successfully built executive management relationships throughout the territory.

Fluoresco Lighting and Sign Phoenix, AZ
Corporate Purchasing Manager

May 1996 – May 1998

- Responsible for purchasing for this 40 million dollar Lighting and sign maintenance company
- Managed a million dollar inventory and saved the company 10% on this inventory and service trucks stock. More than paying 3 times my salary in the first year .
- Stocking expert and specialist in all lighting and sign parts.
- Managed all the lamp and ballast inventory for the Bank Of America T8 retrofit for AZ, CA and NV. Including proper disposal of all product in a time when people just threw them into landfills.
- Negotiated all special price agreements and stock levels nationally, 3 branches.

Graybar Electric Company Tucson , AZ
Management Trainee/Customer Service Rep

December 1993 – April 1996

- Took advantage of Graybar's incredible training offerings and learned all the inner workings of electrical distribution
- Attended GE's Nela Park Training for GE Lighting in a week long boot camp and developed my passion for lighting and anything energy saving
- Utilized my minor in Spanish to be promoted to CSR within 6 months ended up running around 10 million per year in lighting, switchgear and inside sales responsibility for one on Graybar's top salesmen nationally.
- Gained enough trust from Fluoresco that they hired me to fix their purchasing methods.

Wilson Sporting Goods Denver , CO
Technical Sales Rep

February 1991 – December 1993

- Responsible for managing Wilson's golf division and their new demo day program for all the golf club reps in the entire state
- Managed my inventory and those of the clubs and provided full day demo's so they and Wilson could increase sales throughout the state
- Responsible for fitting clubs for the end user needs thus assuring a happy golfer and a happy pro so as to maintain brand loyalty
- Developed and implemented new sales and marketing strategies to increase business, market share and supplier perception.

EDUCATION

Michigan State University East Lansing, MI

B.A. Social Science -International Studies w/ Minor in Spanish (1990)

ESP (Efficiency Sales Professional) Graduate San Diego (2014)

CALCTP(California Advanced Lighting Control Training Program) Certified 2014

INTERESTS / CERTIFICATIONS

Scuba Diver, Avid Golfer, Father of 2, Married 14 years.
