

DATE: January 16, 2019

TO: City Clerk

FROM: City Representative Henry Rivera

ADDRESS: 300 N. Campbell TELEPHONE 915 212-0007

Please place the following item on the (Check one): CONSENT X REGULAR _____

Agenda for the Council Meeting of January 22, 2019

Item should read as follows: Appointment of Christopher Nazario to the Regional Renewable Energy Advisory Council

BOARD COMMITTEE/COMMISSION APPOINTMENT/REAPPOINTMENT FORM

NAME OF BOARD/COMMITTEE/COMMISSION: Regional Renewable Energy Advisory Council

NOMINATED BY: City Representative Henry Rivera DISTRICT: 7

NAME OF APPOINTEE Christopher Nazario
(Please verify correct spelling of name)

E-MAIL ADDRESS: _____

BUSINESS ADDRESS: _____

CITY: _____ ST: _____ ZIP: _____ PHONE: _____

HOME ADDRESS: _____

CITY: _____ ST: _____ ZIP: _____ PHONE: _____

DOES THE PROPOSED APPOINTEE HAVE A RELATIVE WORKING FOR THE CITY? YES: ____ NO X

IF SO, PLEASE PROVIDE HIS OR HER NAME, CITY POSITION AND RELATIONSHIP TO THE PROPOSED APPOINTEE: N/A

HAS APPOINTEE BEEN A MEMBER OF OTHER CITY BOARDS/COMMISSIONS/COMMITTEES? IF SO, PLEASE PROVIDE NAMES AND DATES: N/A

WHO WAS THE LAST PERSON TO HAVE HELD THIS POSITION BEFORE IT BECAME VACANT?

NAME OF INCUMBENT: Edward Castro

EXPIRATION DATE OF INCUMBENT: 03/03/2020

REASON PERSON IS NO LONGER IN OFFICE (CHECK ONE): TERM EXPIRED: _____
RESIGNED X
REMOVED _____

DATE OF APPOINTMENT: 01/22/2019

TERM BEGINS ON : 01/22/2019

EXPIRATION DATE OF NEW APPOINTEE: 03/03/2020

PLEASE CHECK ONE OF THE FOLLOWING: 1st TERM: _____

2nd TERM: _____

UNEXPIRED TERM: X

Christopher Nazario

Education

El Paso Community College

El Paso, TX

Associate of Liberal Arts

Graduated - Dec 2014

El Paso Community College – May 2007- May 2009, May 2012 – Dec 2014

Houston Community College – August 2009 – Sep 2012

Work

Sunpro Solar - Dallas/ El Paso /NM

Oct 2016 - Current

Sunpro Regional Manager

- Collaborating with senior executives to establish and execute a sales goal for the region.
- Managing a sales team in order to maximize sales revenue and meet or exceed corporate-set goals.
- Forecasting annual, quarterly and monthly sales goals. Assisting sales personnel in their techniques.
- Developing specific plans to ensure growth both long and short-term.
- Educating sales team with presentations of strategies, seminars and team meetings.
- Understanding Electricity Net Metering Programs and how they benefit their customers.
- Meeting with Electricity companies to help build their solar footprint and understand their goals with renewable energy.

Verizon Wireless – Las Cruces, NM

May 2014 – Oct 2016

Indirect Account Manager- National Retail

- Building relationships with wireless store leadership and sales representatives in national retail stores (Target, Staples, Walmart, Sams, Best Buy) to drive Verizon sales and strategies
- Create, implement, and monitor regional sales incentive programs designed to drive agents/retailers productivity and exceed established sales quotas
- Audit retailer sales results and key performance indicators to identify areas of opportunity to improve results on revenue and customer growth
- Team with leadership on implementing specific action plans for individual sales reps' area of opportunity
- Train, coach, and educate agent/retailers employees on Verizon Wireless competitive advantages, products and services, promotions, methods and procedures, and point-of-sale ordering systems

- Provide both formal and one-on-one training and coaching sessions as needed to ensure that agent/retailer store quotas are met and exceeded

**Market Source T-Mobile – El Paso, TX / Houston, TX
September 2012 – May 2014**

Account Manager – National Retail

October 2014 – May 2015

- Building relationships with wireless store leadership and sales representatives in national retail stores (Wireless Advocates, Apple, Walmart, Sams) to drive T-Mobile sales strategies
- Create, implement, and monitor regional sales incentive programs designed to drive agents/retailers productivity and exceed established sales quotas
- Audit retailer sales results and key performance indicators to identify areas of opportunity to improve results on revenue and customer growth
- Team with leadership on implementing specific action plans for individual sales reps' area of opportunity
- Train, coach, and educate agent/retailers employees on T-Mobile competitive advantages, products and services, promotions, methods and procedures, and point-of-sale ordering systems
- Provide both formal and one-on-one training and coaching sessions as needed to ensure that agent/retailer store quotas are met and exceeded

Event Representative

September 2012 – October 2014

- Train, coach, and educate agent/retailers employees on T-Mobile competitive advantages, products and services, promotions, methods and procedures, and point-of-sale ordering systems
- Provide both formal and one-on-one training and coaching sessions as needed to ensure that agent/retailer store quotas are met and exceeded
- Drive agents/retailers to achieve sales objectives

**Verizon Diamond Wireless - Houston, TX, Willowbrook Mall
Feb 2011 – September 2011**

- Selling of new activations, upgrades, air cards, agent insurance, ring back tones, and accessories
- Knowledgeable not only on Verizon services, but competitors as well as, but not limited to: Sprint, T-Mobile, AT&T
- Open and close kiosk, count cash drawer, deposit cash, complete change orders, deliver store deposit to bank
- Compete at the highest level to be top performing sales rep

Awards and Recognition

- Verizon Wireless Top Sales Performer 2015
- Verizon Wireless Top NPS/ Customer Service Rep 2015
- Sunpro Top Sales Rep 2017
- Sunpro 2018 Leadership Award