

MATTHEW H. RIFKIN

La Quinta, CA
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EDUCATION

SOUTHERN OREGON UNIVERSITY

Bachelor of Arts, Graduated April of 2002

- Major: Human Communication Minor: Psychology and Business Administration
- Overall G.P.A.: 3.45
- Chancellors Scholarship Recipient and Accredited Mediator

PALM DESERT HIGH SCHOOL

Class of 1997

- Graduated in top 5% of the class
- Principal's Honor List

Activities: 4 Year Varsity Golf Team Member, Spanish Club, Senior Class Student Body Representative

WORK EXPERIENCE

WILSON-MEADE COMMERCIAL REAL ESTATE; RANCHO MIRAGE, CALIFORNIA; MAY 2017- PRESENT

Sales Associate and Project Manager – CalBRE 02044140

- Project Manager for Desert Rock Development, Terrace Partners, and Scott Wilson.
- Oversee development projects and value engineer to create efficiencies.
- Specialize in the sales and leasing of Office, Industrial, and Retail Spaces.

RENOVA ENERGY CORPORATION; COACHELLA VALLEY, CALIFORNIA; JANUARY 2016 – APRIL 2017

Senior Energy Consultant

- Sold most amount of solar systems in company history for a single month (19 systems & \$940,000).
- Brought new finance options to the company and trained fellow associates.
- Lead sales meetings and brought new ideas to the company.

HELIOPOWER SOLAR; COACHELLA VALLEY, CALIFORNIA; DECEMBER 2007 – JANUARY 2016

Senior Energy Consultant

- Assist residential clients with a unique whole home approach to make clients “green.”
- Top sales rep. 2011, 2013, 2014, 2015 with over 12.5 million dollars in gross sales.
- Understand several financing options like: PACE, PPA's, Leases, and Loans.
- Helped administer 2 offices in the Coachella Valley.
- Mentored new energy consultants by going on ride along appointments and helping with design.

PROFICIENT SKILLS

- Windows & Apple OS; Salesforce; MS Office incl. Word, Excel, Outlook, & PowerPoint; Quick Books

ACCREDITATIONS& CERTIFICATIONS

- CalBRE, HERO Certified, Mosaic Certified, Sunrun Certified, SunPower Certified, Ygrene Certified