

Solar PV Design & Technical Sales Certificate

Offered in partnership by HIRED and Saint Paul College
Customized Training & Continuing Education

The Solar PV Design & Technical Sales Certificate is a 270+ hour course which will introduce different methods of conducting a solar site assessment using contemporary technology to determine the solar viability of the site. After the site assessment, students will learn how to develop a design that optimizes the economic and energy opportunities of a given site. Students will be guided to understand the economics of contemporary solar applications including rebate requirements, leading to a complete sales proposal. This course has a strong electrical training component.

The solar PV technical Sales Certificate course is open to anyone who wishes to enter the renewable energy field with a focus on sales. *This course requires physical activities: Ladder handling, climbing, roof safety, ropes and working with heights.*

Course content includes:

- Solar System Theory
- Roof and Workplace Safety
- Industry related math
- Instruction in a variety of industry related design software, as well as 2010 MS Word, Excel and Windows 7 operating system
- Financial analysis using spreadsheets and professional programs such as OnGrid
- Sales principles and establishing good customer relationships
- Prepare student for Entry Level exam and NABCEP Solar PV Technical Sales Certificate exam

Requirements:

- Entrepreneurial attitude
- Basic electricity knowledge
- Safely climb ladders/scale slanted roofs
- Math knowledge: algebra, trigonometry, geometry
- Computer skills
- Lifting/squatting (up to 75 lbs.)
- High interest in solar
- College degree or ACCUPLACER assessment required*
- Unemployed or low income MN resident – per 2011 FPG
- Daily attendance required

Class Information:

- June 11, 2012 – August TBD
- Monday – Thursday: 9 am – 3:30 pm
- Site visit and work projects may entail additional hours.

For application materials, contact:

- Joe Sechovec
- HIRED Sr. Employment Counselor
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