



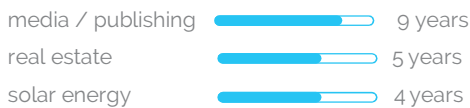
CHRIS HAIN

Sales & Marketing

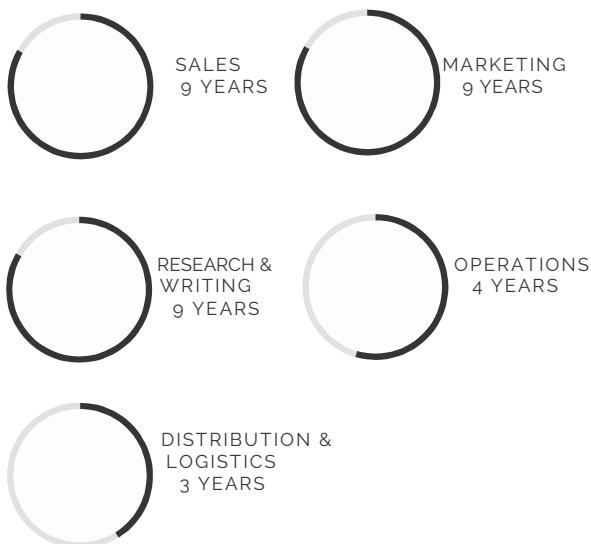
+ PROFILE

Excellent at creating, finding and seizing new business opportunities others don't see. Very professional. Excellent follow-through. Adept at selling new products in challenging environments. Creative and resilient problem-solver.

+ INDUSTRIES



+ SKILLS



+ EXPERIENCE

VP OF BUSINESS DEVELOPMENT / JUL 2010 - PRESENT
TWIN SOLAR USA / LOS ANGELES, CA

- + Transitioned company from wholesale to project services by quickly landing contract to build 7 projects for a Fortune 100 company.
- + In first 6 months, landed a total of \$8.5 million in project contracts together with joint venture partners.
- + Traveled to Uruguay to negotiate, sign and plan a contract to build a 150kw installation including solar PV, LED and induction lighting.
- + Developed and negotiated two key joint venture partnerships, including 4 solar farms for the nation's largest utility.
- + Started a wholesale distribution business from scratch, developing business plan, budget, marketing plan – setting up east and west coast warehousing and delivery options.
- + Sold to wholesale customers in 12 states, Mexico and South America, growing distribution business to \$1.5 million in revenue in the first 18 months.
- + Helped market and sell multiple new-to-market brands, including solar panels, inverters, mounting, LED and induction lighting.
- + Worked directly with overseas factories and managed international shipping.
- + Offered and found capital to finance construction of four commercial solar projects ranging from 68kw to 129kw.
- + Raised funds to expand the company.

MARKETING & SALES / NOV 2008 - JUL 2010
THE MARK COMPANY / LOS ANGELES, CA

- + Led and assisted marketing and sales efforts for brokerage specializing in the selling of large new construction condominium buildings.
- + Successfully, opened and sold some of the most successful developments while dealing with the fallout from the real estate collapse and global economic meltdown, specifically:
- + Developed EVO (Los Angeles) from a new project opening in November 2008 amidst a global economic meltdown to selling more than 200 units in 2009.
- + Launched WestEnd (Marina del Rey) sales effort in summer 2009 with more than 20 sales in the first week and 60 within the first six weeks.
- + Improved Barker Block (Los Angeles) sales to the project's best 6 month period from June to November 2009.
- + Opened blu in Long Beach in December 2009 with 15 sales and more than 30 by the end of February 2010.
- + Other projects: Ritz-Carlton in Napa (proposed), Bridgewater (Emeryville)

REAL ESTATE AGENT / 2006 - 2009
RAMSEY-SHILLING / LOS ANGELES, CA

- + Real Estate Agent working with residential and commercial properties. Managed office operations, working with agents, vendors and general public.
- + Sold multiple properties despite the declining market, including a \$2.3 million home.
- + Operated one of the highest-traffic, LA-focused residential real estate blogs – named one of the best in 2009 by the Los Angeles Times.
- + Consulted with residential developers on future projects.
- + Appeared on HGTV and in Business Week and the Los Angeles Times.

+ CONTACT ME

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+ EXPERIENCE (CONTINUED)

FREELANCE BUSINESS CONSULTANT / 2008 - 2010

Consulted for several real estate developers putting together development proposals.

- + Researched U.S. market possibilities for German solar energy insurance company.
- + Helped small hotelier create new development and marketing strategies.
- + Assisted Chinese manufacturing companies searching for U.S. equity to grow their businesses.

FREELANCE WRITER/EDITOR / 2005-2007

- + Wrote e-books, articles and blogs about real estate.
- + Book ghostwriter, researcher, and copy editor for Knock Knock Inc., Venice, CA.
- + Restaurant/entertainment writer for Los Angeles Times' Metromix site.
- + Blog/podcast writer for Podango.com, writing about eBay, iTunes, Facebook, AOL and Microsoft.

STAFF WRITER/REPORTER / 2001-2005

THE PALM BEACH POST / West Palm Beach, FL

- + Researched, interviewed sources and wrote newspaper articles. Recorded radio news. Collaborated on information graphics, art and photos. Covering local politics and investigative stories.

STAFF WRITER/REPORTER / 1997-2001

LINCOLN JOURNAL STAR / Lincoln, NE

- + Covered education, local government and crime.

+ EDUCATION

BACHELOR'S DEGREE / 1997

University of Nebraska / Lincoln, NE

- + Majors in communications and political science
- + Editor of daily student newspaper
- + Dean's list

+ COMPUTER SKILLS

- + Microsoft Word, Excel, Access, PowerPoint, Outlook
- + blogging, social networking
- + WordPress, basic HTML, basic Search Engine Optimization,
- + basic photo editing, Adobe Photoshop

+ PERSONAL INTERESTS

Dining, cooking, swing dancing, container gardening, tennis, hiking, local history, exercise, guitar.