



## Skill Survey for: Lead Industry Specialist

Please type your answers in blue.

**Name:**

**Date:**

1. Outline University Degree(s) with date(s):  
(Please provide the Name, the Location and the Phone # of each Institution  
**& YOUR BIRTHDATE** – so we can conduct degree confirmation check.)
2. What do you know about module construction for solar applications?
3. Tell us about your experience working on system design and/or development of solar arrays.
4. Describe your ability developing solar industry relationships with electrical and building code organizations. Provide 2-3 examples.
5. Describe your experience leading organization design and skills set development for a customer technical interface organization.
6. Tell us about your leadership experience.
  - a. Managing large projects with responsibility over people in a matrix or team setting
  - b. Managing people directly. How many? How long?etc...
7. What has been your experience implementing education program for utility, homeowners, builders, dealers and roofers?
8. Describe your understanding of Electrical Engineering as it relates to Inverter selection and power conditioning for Solar Applications.
9. Describe your experience leading the development of residential roof design guidelines, training tools and solar “roof top” design tools for roof design creation.
10. When designing tools for the above mentioned products, what is the typical timeline for you to understand the problem and turn around the solution?

11. Describe your understanding of electrical codes, governing body standards and regulations (NEC, IEEE etc.).
12. Describe your relationship with custom builders in AZ and CA.
13. What experience do you have defining solar installation commissioning procedures?
14. Do you have experience with Photovoltaic financial calculations such as LCOE, ROI and payback time? If yes, please provide examples.
15. Tell us about any entrepreneurial experience you may have and/or experience where you had to work as an independent contributor with little day to day direction.
16. Are you a US Citizen? If no, what is your Visa status and provide the type of Visa that you are currently working under and any restrictions/issues our client will have to deal with.
17. If asked one of the following questions during an interview, how would you answer?

Why are you considering this opportunity? (or)

What's motivated you to consider a job change at this time?

### References

Please provide three to six references. The first priority is customers, past bosses, then employees, then peers.

**Example:** Bob Smith, currently – Director of R&D at ABC Chemical 412-123-4567, Email: bob.smith@abcchem.com.

Was Sr. R&D Leader, my direct boss, while I was Design Engineer. at ABC Chemical.

**We will NOT contact any references until after completing the interview process and not without notifying you first.**

1)

2)

3)