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**EMPLOYMENT DEVELOPMENT DEPARTMENT**

**JOBS & TRAINING**

Workforce Investment Act

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**Eligible Training Program List - Search Results Details**

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Program Information

|                              |   |                                 |  |                                |
|------------------------------|---|---------------------------------|--|--------------------------------|
| <b>Name</b>                  | 4 DAY SOLAR SALES BOOT CAMP   |                                 | <b>Code</b>                                | 52180412010000                 |
| <b>Curriculum</b>            | <u>COURSE CODE</u>  | <u>COURSE TITLE</u>             |  |                                |
|                              | DAY1  | INDUSTRY&EQUIP                  |  |                                |
|                              | DAY2  | DRVNG INTO DTAL                 |  |                                |
|                              | DAY3  | EQUIP IN DETAIL                 |  |                                |
|                              | DAY4  | SALES PROCESS                   |  |                                |
| <b>Description</b>           | COURSE ON THE INS AND OUTS OF THE PV SYSTEMS SALES PROCESS, AND IS INTENDED FOR EXPERIENCED SALES PROFESSIONALS MOVING INTO SOLAR FROM OTHER INDUSTRIES. OVERLAPS MOST OF THE NON-HANDS ON CONTENT FROM 6-DAY SOLAR BOOT CAMP, WITH ADDITIONAL INFORMATION SPECIFICALLY USEFUL FOR SALES PROFESSIONALS: CUSTOMER RELATIONS MANAGEMENT, LEAD GENERATION AND CLOSING, DEEPER FINANCIAL ANALYSIS OF CUSTOMER ROI, AND USING THE CONSULTATIVE SALES APPROACH FOR SOLAR. NABCEP LEVEL CERIFICATE |                                 |  |                                |
| <b>Prerequisites</b>         | 2 YEARS SALES EXPERIENCE REQUIRED.  |                                 |  |                                |
| <b>Training Site Address</b> | 4670 AUTO MALL PARKWAY<br>FREMONT CA 94538-   |                                 |  |                                |
| <b>When Offered</b>          | Days: YES   | Evenings: NO                    | Weekends: YES                              | <b>Delivery Mode</b> CLASSROOM |
| <b>Targeted Audience</b>     | SALES PROFESSIONALS   |                                 | <b>Apprenticeship</b>                      | NO                             |
| <b>Goal</b>                  |   |                                 | <b>Hours of Instruction</b>                | 32                             |
| <b>Credits</b>               | 0.0   |                                 | <b>Non Credit</b>                          | NO                             |
| <b>Equipment to be Used</b>  | TEXTBOOKS, EXAM PREP GUIDES   |                                 | <b>Student Supplied Resources Required</b> | YES                            |
| <b>Relevant Occupations</b>  | <u>CODE</u>   | <u>TITLE</u>                    |  |                                |
|                              | 411012  | First-Line Supervisors/Managers |  |                                |
|                              | 419099  | Sales and Related Workers       |  |                                |

Provider Information

|                |  |                            |              |
|----------------|--|----------------------------|--------------|
| <b>Name</b>    | UNITEK COLLEGE                                       | <b>State Id</b>            | 1085         |
| <b>Address</b> | 4670 AUTOMALL PARKWAY<br>FREMONT CA 94538-           | <b>Telephone</b>           | 510-249-1060 |
| <b>Website</b> | <a href="http://WWW.UNITEK.COM">WWW.UNITEK.COM</a>   |                            |              |
| <b>Email</b>   | <a href="mailto:INFO@UNITEK.COM">INFO@UNITEK.COM</a> | <b>Online Registration</b> | YES          |

Financial Information

|             |              |          |                      |    |
|-------------|--------------|----------|----------------------|----|
| <b>Cost</b> | Tuition      | 2,075.00 | <b>Financial Aid</b> | NO |
|             | Fees         | 80.00    |                      |    |
|             | Expenses     | 240.00   | <b>Pell Grant</b>    | NO |
|             | <b>Total</b> | 2,395.00 |                      |    |

Additional Services

|  |     |                                  |     |
|--|-----|----------------------------------|-----|
| <b>Job Placement Assistance</b>            | YES | <b>Career Assessment</b>         | YES |
| <b>Career Counseling</b>                   | YES | <b>Tutorial Services</b>         | NO  |
| <b>English As a Second Language Course</b> | NO  | <b>GED Assistance</b>            | NO  |
| <b>Onsite Child Care</b>                   | NO  | <b>Other Additional Services</b> |     |

**Accessibility**

|                       |     |                                |     |
|-----------------------|-----|--------------------------------|-----|
| <b>Onsite Parking</b> | YES | <b>Public Transportation</b>   | YES |
| <b>ADA Compliant</b>  | YES | <b>Disabled Student Access</b> | YES |
| <b>Sign Language</b>  | NO  | <b>Other Languages</b>         | NO  |

**Performance Information**

|   |                |
|---|----------------|
| <b>Report Period Begin</b>              | Not Applicable |
| <b>Report Period End</b>                | Not Applicable |
| <b>Completion Rate</b>                  | Not Applicable |
| <b>Employment Rate</b>                  | Not Applicable |
| <b>Average Hourly Wage at Placement</b> | Not Applicable |

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