Isaiah Coleman

CANVASSER

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Summary

Canvasser with 18 months of door-to-door sales for a residential solar company and 2 years of retail sales before that. Talks with 80 to 100 homeowners a shift, sets qualified appointments for sales consultants, and keeps every lead updated in the CRM. Friendly, steady in all weather and comfortable with daily goals.

Skills

- **Door-to-Door Sales**
- **Appointment Setting**
- **Lead Generation**
- **Sales**
- **CRM**
- **Objection Handling**
- **Route Planning**
- **Customer Service**
- **Communication Skills**
- **Professionalism**

Experience

Canvasser

04/2025 - Present

Buckeye Sun Solar

Columbus, OH

Residential solar installer working neighborhoods across central Ohio.

- Contact **90** homes a shift through door-to-door sales, opening short conversations about energy bills.
- Set 14 qualified appointments a week through steady appointment setting, ranking in the top 3 of 20 canvassers.
- Resolve cost and roof-age concerns through objection handling, with clear answers and printed savings examples.
- Record 60 new leads a week in the CRM for lead generation reports and next-day route planning.

Sales Associate

06/2023 - 03/2025

Easton Outfitters

Columbus, OH

Outdoor and sporting goods store with 25 employees.

- Sold $28K a month in footwear and gear, beating the store sales target 9 months out of 12.
- Signed up 40 customers a month for the loyalty program, the highest rate on the weekend team.
- Answered product questions on the floor and by phone with professionalism and customer service during holiday rushes.
- Processed returns and exchanges at the register with balanced cash drawers every shift.

Grocery Team Member

08/2021 - 05/2023

Hilltop Fresh Market

Columbus, OH

Part-time job during the last two years of high school.

- Served 150 customers a shift at checkout and the deli counter on evenings and weekends.
- Trained 5 new hires on register steps and store policies.
- Handled customer questions about weekly specials and loyalty coupons.

Education

High School Diploma

05/2023

Whetstone High School

Columbus, OH