

OFFICIAL FILE

ORIGINAL

ILLINOIS COMMERCE COMMISSION

Superior Power Solutions

Docket Number
12-0304

Application for Licensure of
Agent , Broker and Consultants
Under Section 16-115C of the
Public Utilities Act.

BY: 

Name: SHADIE KALKAS

Title: PRESIDENT

Date: 5/4/12


ILLINOIS COMMERCE
COMMISSION
2012 MAY -7 A 11:02
CHIEF CLERK'S OFFICE

Shadie Kalkas, being first duly sworn, deposes and says that he is the President of Superior Power Solutions; that he has read the foregoing Application of [Applicant], and all of the attachments accompanying and referred to within the Application; and that the statements contained in the Application and the attachments are true, correct and complete to the best of [her][his] knowledge, information and belief.

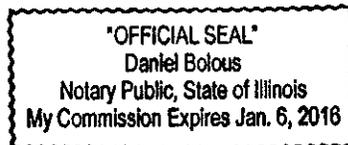

SHADIE KALKAS

Subscribed and sworn to before me
this 4th day of May, 2012.



Notary Public

[Stamp of Notary]



Application for Licensure of
Agent , Broker and Consultants
Under Section 16-115C of the
Public Utilities Act.
Applicant: Superior Power Solutions

Attachment A

Technical Skills/Proficiencies

- Sales and Marketing
- Sales Management
- Corporate Training
- Operations
- Strategic Planning and Development

Experience

CDW

Account Manager

January 2007 – November 2007

- *Maintained over 300 corporate accounts with an estimated market potential of over \$7.8 million*
- Increased average daily sales from \$1,650 in Q1 to \$7,000 in Q3
- Placed and processed time precise solutions, meeting deadlines and ensuring *customer satisfaction*
- Established and maintained trustworthy relationships by making customer specific recommendations and offering post-sale support
- Lead peers in rankings 3 months straight in sales, cold calls, and quotes
- *Selected to participate in the Microsoft Lead Program*

Tribune Company

Account Executive

November 2007 - March 2008

- Maintained over 800 newspaper accounts
- Established trustworthy relationships with clients
- Offered industry leading customer support which included product recommendations

United States First Energy, LLC

Sales Consultant

April 2008 - June 2009

- Generated the highest volume of new accounts company wide, and was recognized with a "President's Achievement Award," the company's most prestigious honor
- Exceeded personal sales quota by more than 200% and qualified for "President's Club" and "CEO's Club"
- Listens to the customer complaints and problems and then solve them by understanding the needs of customer
- Consistently met a challenging profit plan in a declining market segment and *despite a downturn in the market*

Attachment A (con't)

Superior Energy Resources

Sales Manager

July 2009 - April 2010

- Trained, supervised and motivated sales representatives in 4 different markets
- Opened a completely unworked market and surpassed all sales goals set in spite of the challenge of not being in the market
- Grew existing customer base by an average of 200 new customers annually through fundamental sales practices: telemarketing, prospecting and networking
- Continually learn about new products and improve selling skills

The Power Company USA, LLC

National Director Sales

May 2010 – October 2011

- Oversee day to day operations in multiple deregulated energy markets including IL, NY, MA, MD, and Texas
- Developed an outside sales force that has booked over 220,000 MWH with a peak demand of over 7 MW.
- Responsible for maintaining and developing vendor relations
- Developed inside sales telemarketing group to generate new sales leads, maintaining a high closure rate
- Tasked with implementing sales proves and field training all 1099 contractors
- Developed and maintain sales territory system

Superior Power Solutions

Owner/President

November 2011 – Present

- *Acting Chief Operating Officer*
- Responsible for all day to day operations
- Co-developed all sales, marketing, and internal processes
- Acting Sales Manager for inside and outside consultants
- *Responsible for maintaining all accounting and books*