

Donnetta Pfoff

Business Development Representative

Profile

I am a Business Development Representative with over 2 years of experience. I have successfully increased sales and developed new business opportunities for my employers. I thrive in fast-paced environments and enjoy working with clients to identify their needs and exceed their expectations. I am an effective communicator, both written and verbal, and possess the ability to build relationships quickly.

Employment History

Business Development Representative at Salesforce, TX

Jun 2022 - Present

- Exceeded quarterly sales quota by 15%.
- Grew customer base in territory by 20%.
- Developed relationships with key decision makers at target accounts.
- Presented product demonstrations to groups of up to 25 people.
- Wrote proposals and contracts for new business opportunities.

Business Development Representative II at HubSpot, TX

Jul 2020 - May 2022

- Achieved 125% of quarterly sales goals, generating \$1.5M in new revenue for the company.
- Exceeded daily outbound call quota by 20%, making 100+ calls per day.
- Developed relationships with key decision makers at target accounts, leading to 10 closed deals.
- Crafted custom proposals and presentations that resonated with potential customers, resulting in a 50% win rate.
- Demonstrated expertise in product knowledge and objection handling, as evidenced by positive customer feedback.

Education

Bachelor of Science in Business Administration at University of Houston

Sep 2016 - May 2020

I have learned how to manage finances, how to market and sell products, and how to run a business.

Certificates

Certified Business Development Representative (CBD)

Feb 2021

Memberships

American Association of Business Development Representatives
Business Development Representatives International

Details

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Links

[linkedin.com/in/donnettapfoff](https://www.linkedin.com/in/donnettapfoff)

Skills

Business development



Marketing



Sales



Customer service



Communication



Negotiation



Organization



Languages

English



Dutch



Hobbies

Listening to music

Watching movies

Reading books