

Alex M. Province

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SKILLS

Languages & Tools: Git, Markdown, HTML, GitHub, VS Code, Microsoft 365, Microsoft Visio, Adobe FrameMaker, MadCap Flare, Canva, WordPress

EXPERIENCE

Motive (Formerly KeepTruckin)

Senior Sales Development Representative

Sales Development Representative

Remote, CO

March 2023 – Present

May 2022 – Feb. 2023

- Product-focused, naturally curious, and customer-advocating. Collecting subject matter updates from multiple departments including Solutions Engineers, Product Onboarding, Customer Success, Sales, and Marketing.
- Documenting internal product updates and trainings to present user-friendly summaries to a team huddle weekly.
- Averaging 120% quota attainment selling cloud software and IOT hardware in a fast-paced setting with hard deadlines. High-output contributor with an organized book of business containing over 190 prospect accounts.

Student PIRGs

Campaign Coordinator

Remote, MA

May 2020 – May 2021

- Drafted, edited, and formatted email campaigns for outreach to state policymakers and stakeholders in academia.
- Wrote creative copy and edited content for social media campaign ads in both text and image mediums.
- Provided feedback and evaluations to a team of 5 other interns. 25% of team's outbound calls were successfully registered to vote. Created a voter engagement presentation released in onboarding that reached 2,000 students.

Amherst Wire

Reporter

Amherst, MA

September 2019 – May 2020

- Built a portfolio comprised of reader-friendly documentation of complex subjects including science and public policy in a concise format through research, writing, and editing. Brought years of experience writing in AP Style.
- Learned Adobe Creative Suite to edit image and video content. Published in blogs, video format, and a news site.
- Served as a designated reporter for Amherst Men's Basketball. Captured video of games, interviewed players and coaches, scripted and recorded recaps for the games, edited visual content, and published broadcast reports.

T-Mobile

Product Expert (Mobile Devices)

Hadley, MA

Apr. 2019 – Dec. 2019

- Identified and solved tier 1 IT issues on client mobile devices: OS startups, network connectivity, freezes/crashes.
- Attained 100% of monthly quota for upsells, expansions, and product sold while putting the customer needs first.
- Closed service contracts for customers with accuracy, adaptability to their needs, and effective time management.

EDUCATION

University of Massachusetts Amherst

B.A. Journalism, Psychology

Amherst, MA

September 2018 – May 2022
