Eric Fogerson

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Experience

Momentive   **Portland, OR**

Sr. Customer Engagement Representative   *March 2021 - Present*
- Excellent relationship building and management skills with Enterprise level organizations, troubleshooting technical issues with the GetFeedback product including direct integrations with Salesforce & marketing automation systems
- Verifying, reporting and management of technical bugs with the GetFeedback product suite, relaying technical information between internal Engineering resources and clients
- Strong knowledge of technical aspects of GetFeedback, including troubleshooting integration of data via SOAP & RESTful APIs between web based applications
- Expanded proficiency with HTML, CSS, JavaScript, Bootstrap

Business Development Representative (SaaS Sales)   *March 2020 - March 2021*
- Develop knowledge of business processes and software use cases, experience with multiple functionalities of Salesforce including reporting, account management and prospecting
- Accomplish cold outreach to executives at Mid-market to Enterprise level organizations in a variety of industries to identify potential pain points and viable SurveyMonkey use cases
- Present prospective clients with a specialized pitch, clearly explain technical concepts at high level

Dealer Spike   **Wilsonville, OR**

Territory Manager (SaaS Sales)   *November 2019-March 2020*
- Present individualized SaaS product demonstrations to prospective clients at a regional level
- Creating and maintaining lasting relationships with customers, working with OEM manufacturers and retail dealers in various industries through a full sales cycle
- Exceed daily and monthly sales goals by identifying and targeting new opportunities within the market

Business Development Representative   *January 2019-November 2019*
- Prospect and manage hundreds of accounts and contacts in CRM systems
- Coordinate with team members and clients to schedule numerous product demonstrations
- Basic market research to identify new prospects within given territories

Education

Sonoma State University   **Rohnert Park, CA**
- Bachelor of Arts-Sociology (GPA-3.51)

University of Oregon
- Full Stack Coding Bootcamp (April 2023 - Present)
  - Coursework includes proficiency with JavaScript, Third-party APIs (jQuery, Bootstrap), Server-side APIs, AJAX, and JSON, Object-oriented programming (OOP)

Skills

- Proficient in Microsoft Office, Salesforce.com, ZoomInfo, Outreach CRM, Pipedrive CRM
- Confidence and high level of comfortability with customers and prospects over the phone
- HMTL, CSS, JavaScript, Bootstrap