

Jeremy R. Johnson

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Scottsdale Community College – Bachelor of Science in Computer Science – Spring 2018

3.25 GPA - Transferring to Arizona State University Spring 2017

Boise State University – Bachelor of Arts in Marketing – Graduated December 2011

SKILLS AND QUALIFICATIONS

- Experienced in Java, Javascript, HTLM/CSS
- Regularly commended for outstanding written and interpersonal communication skills
- Demonstrate leadership skills by directing teams and training staff

ZocDoc Inc. (Inside Sales Executive)

Dec. 2014 – June 2015

- Called on prospective clients spanning 50+ medical specialties to increase ZocDoc's west coast adoption rate
- Routinely recognized for exemplifying company core value of "work hard"
- Lead training class in sales during "ramp-up period"
- Utilized marketing background to implement ZocDoc as a full practice marketing solution encompassing acknowledgment, acquisition, and retention
- Created sales communication plans for teammates

Catalyst Computer Technologies (Business Development Exec.)

July 2012 – Dec. 2014

- Regularly lead organization in all sales categories
- Worked with a wide variety of vendors and partners to sell high tech solutions
- Tasked with expanding Veterinary Medicine vertical, grew from 8 sites supported to over 100 + sites supported through creation and expansion of new partnerships
- Handled copy writing for updating of marketing collateral, as well as providing oversight and content for website redesign
- Executing multiple vertical specific marketing campaigns with goal of increasing target market customer base

CradlePoint Technology (Inside Sales Representative)

April 2011 - July 2012

- Consistently recognized for assisting all Inside Sales members in matters regarding marketing communication
- Exceeded quota assigned to Inside Sales group in Q1 of 2012
- Rewarded for highest weekly sales for Inside Sales team multiple times in Q1 & Q2 2012
- Used consultative sales strategies to decrease sales cycle and close business
- Coordinated resellers, distributors, and carrier reps to support end customers
- Worked with cross functional teams including engineers, sales engineers, and post-sales support to ensure customer satisfaction