

Jordan Kearfott

Sales And Development

Contact

Address

Gainesville, FL, 32605

Phone

(407) 462-1661

E-mail

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Skills

Business Development
Sales Expertise
Exceptional customer service
Social perceptiveness
Staff Management

Software

Salesforce
Outreach.io
HubSpot
Google and Microsoft suites

Communication-focused sales professional with over 12 years of expertise in fostering partnerships and positive experiences with customers. Looking to further my career in the SaaS industry seeking Development, Sales, Onboarding, Customer Success, or other customer facing roles.

Work History

2020-03 -
Current

Sales Development Representative

Feathr, Gainesville, FL

- Managed accurate sales pipeline to maintain high volume of activity, including social selling, emails and outbound calls.
- Worked with team to develop Covid response sales development strategy for more effective outreach.
- Assessed prospective clients needs to determine and suggest relevant product solutions.
- Developed and leveraged in-bound sales techniques from HubSpot Academy.

2016-01 -
2017-08

Real Estate Sales Agent

Coldwell Banker, Gainesville, FL

- Collaborated with attorneys, loan officers and agencies to complete property sales and purchases and thoroughly explained all financial requirements and data to potential buyers and sellers.
- Delivered strategic assistance to homeowners and homebuyers looking to buy and sell residential value properties in the Gainesville area.
- Educated clients looking to sell or buy on current market conditions, legal requirements, pricing and mortgages.
- Sold 24 value investment properties in first year of practice.

2012-10 -
2018-08

Leonardo's 706

Service And Management, Gainesville, FL

- Expanded relationship building and customer service knowledge
- Led weekly meetings to sync on upcoming events, discussing and tasting special menu items, featured wine.
- Coordinated with GM and FoH employees to accommodate scheduling needs and maintained weekly schedule.

Education

2015-08 -
2016-08

Associate of Arts: Economics

Santa Fe College - Gainesville, FL

Certifications

2021-01
2019-12

HubSpot - Inbound Sales, Marketing Certifications
Google - IT Support Professional Certificate

Interests

Jazz fan, aspiring artist
PC Gaming (looking for 3080)
Disc Golf