Notes for interviews with Linkedin

* ABC? ABA (Always be adding Value) – If a customer trusts you as a valued advisor they are way more likely to add-on services
* My best quality is gaining the trust of individuals – I’ve been called calm and a good listener which I think goes further in sales than talking a lot (people like to feel as though you care about them)
* Ability to comprehend complex processes such as the onboarding process and simplify them for existing and new customers
* Hardworker who loves to learn and teach

At HireRight:

* 102% of quota 2014
* 99% of quota 2015
* Worked with everything from small businesses to Fortune 500 companies

At Kareo:

* 105% of annual quota 2016
* Helped with the company successful acquisition and selling transition for a marketing product (seeking upselling opportunities always)
* Sold the company’s very first EMR (once it was transition into a paid product)
* Led the prepayment option month after month once it was added as an option for customers (as opposed to the month to month subscription which has a lot of attrition)

Notes from Patient Pop Interview

Manage the web presence for doctors

Circle back with the patient

Backend dashboard – Making sure that the platform is delivering for them