

# Trevor Coons

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## EDUCATION

**San Francisco State University, College of Science and Engineering** San Francisco, CA  
*Bachelor of Science, Psychology* May 2017

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## EXPERIENCE

**Gong.io** San Francisco, CA  
*Outbound Sales Development Representative* Oct 2019 – Oct 2020

- Converted unengaged prospects to active leads through consistent proactive outreach
- Uncovered new prospects via daily monitoring of LinkedIn Sales Navigator and ZoomInfo
- Successfully engaged CROs, Global Heads of Sales and VPs of Sales for value proposition conversations leading to appointments with Account Executives
- Utilized Sandler Sales Method to address prospect objections

*Inbound Sales Development Representative* June 2019 – Oct 2019

- Met and exceeded sales quotas showing month over month growth
- Closely monitored inbound demo request interest, responding and setting an appointment in a timely manner
- Ran qualification calls via Zoom to determine business needs and viability of prospects

**LendingClub** San Francisco, CA  
*Outbound Sales Representative* Jan 2019 – June 2019

- Kept lead engagement high via 130+ dials per day
- Had profiling conversations with prospective customers to determine their needs and product compatibility
- Met and exceeded sales quotas showing month over month growth

*Inbound Sales Representative* May 2018 – Jan 2019

- Serviced interested leads by answering 60+ calls per day
- Assisted with submitting loan applications over the phone to determine loan eligibility
- Closed sales after submission of application for qualified candidates

**Horizon Personnel Services** Hayward, CA  
*Qualification Specialist/Account Executive* July 2017 – December 2017

- Maintained relationships with existing clients
- Conducted interviews of candidates for open positions requested by client
- Reached out to new prospective business to gain new contracts for personnel fulfillment
- Understood the needs of clients and coordinated the proper personnel to fill the positions
- Met with clients in person to discuss how our operations team could better cater to their needs

**Suitable Technologies** Palo Alto, CA  
*Beam Pilot* December 2015 - May 2017

- Collect qualifying information required to take steps from pre-sales to sales team
- Demonstrate product capabilities and answer questions based on B2B and B2C end users
- Representative of “Beam” at conferences and store-fronts through the technology for product promotion

**San Francisco State University** San Francisco, CA  
*Resident Assistant & Student Assistant for Disability Programs and Resource Center* August 2015 - May 2017

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## ADDITIONAL INFORMATION

**Boy Scouts of America** January 2006 - January 2012  
Eagle Scout awarded 2012