

# Spencer Pillera

## Sales Operations Associate

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Having been in sales the last 7 years of his career, Spencer has developed a heavy focus on making sure the client has the best experience and service possible. More recently, he has spent several hundred hours learning and training as an administrator of Salesforce and has acquired his Salesforce Certificate of Administration. Spencer has a love for efficiency and a fine tuned process that drives results and a great experience.

With this knowledge, Spencer's focus will be on supporting our Growth Pro's in our systems and processes to ensure that they're able to deliver an exceptional experience for our client's time and time again.

## AREAS OF EXPERTISE

### Sales Process

7 years of experience working to build successful sales cycles.

### Salesforce

Salesforce Admin certified and has spent several hundred hours studying and working through Salesforce and its technicalities.

### Cross-Department Collaboration

Years of experience connecting the dots between sales, marketing, and more.

## INDUSTRY EXPERIENCE

SaaS

Healthcare

Consulting



## EDUCATION

BS, Sports Management

North Dakota State University

### Certifications

Salesforce Certified Administration (SCA)

Revenue Operations - HubSpot Academy

Demo2Win! - 2Win!

## EXPERIENCE

Account Executive  
Clearbit

Account Executive  
Hibob

Commercial Account Executive  
Birdeye

SMB Account Executive  
Zenefits

## STRENGTHS

Problem-Solving  
Analytical  
Time Management  
Project Management  
Reporting



