



Drew Goetz

Sales Operations Associate

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Drew is a sales operations professional who supports Growth Operators' revenue teams through reporting, pipeline management, and process improvement. He partners closely with Sales, Marketing, the internal support team, and Growth Pros to ensure data accuracy, monitor pipeline health, and deliver insights to support informed decision-making.

With a background in sales analytics, forecasting, and CRM data management, Drew brings a detail-oriented, analytical approach to improving sales workflows and operational efficiency. He plays a key role in maintaining reporting integrity across systems and helping teams adapt to new tools and environments, enabling clearer visibility, stronger execution, and more predictable results.

EDUCATION

BBA Bachelor of Business Administration
University of Minnesota - Duluth

EXPERIENCE

Sales Development Representative
NetSPI

Financial Planning Intern
UBS

STRENGTHS

Accountable
Communication (written & verbal)
Creative
Critical Thinking
Efficient
Hands-On

AREAS OF EXPERTISE

Sales Reporting & Analytics

Develops accurate sales reports and performance dashboards to track pipeline activity, bookings, and revenue trends.

CRM & Data Management

Maintains CRM data integrity by monitoring deal hygiene, lead flow, and reporting accuracy across teams.

Revenue & Variance Analysis

Analyzes actual results against targets to identify gaps, risks, and opportunities to improve sales execution.

Cross-Functional Collaboration

Partners with Sales, Marketing, and Finance to align reporting, planning, and operational insights across the organization.

INDUSTRY EXPERIENCE

Cybersecurity

Financial Services



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