

Logan L. De Groff

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Career Focus

Highly motivated sales associate with extensive customer service and sales experience. Have been an Outbound Sales Consultant with more than 7 years of experience planning, developing and implementing outbound business development.

Summary of Skills

- Account management
- SEO/SEM strategies
- Instructional design
- Domain analysis
- Product development/management
- Domain management
- Domain Brokering
- Outbound sales
- Web development
- DNS
- PHP
- HTML
- CSS
- Domain aftermarket
- Excel
- WordPress
- SSH

Accomplishments

Sales and Marketing

- Increased annual gross sales over the last 2 years with EIG Increased design sales and search engine marketing in the department
- 250K Club - Total sales in a month with GoDaddy.com
- 300K Club - Total sales in a month with GoDaddy.com
- 350K Club - Total sales in a month with GoDaddy.com

Organizational Development

- Developed organizational tools for Sales team at EIG, including: Sales Tracker, VerificationSheet.com

Employee Recognition

- Employee of the Month - IPower Web Hosting - October 2011

Professional Experience

Business Development

July 2009 to January 2012

Endurance International Group – Phoenix, AZ

Performing Inbound and Outbound Sales calls for the Endurance International Group and their affiliates. Helping customer's grow their business through Web Development, Search Engine Marketing, and Web hosting.

Executive Account Manager

March 2005 to May 2009

GoDaddy.com LLC – Gilbert, AZ

Generated from 150K-200K Revenue per month with my own customer base of 500 or the top GoDaddy grossing customers. Helped customers create business plans and execute domain brokering and aftermarket sales.

Technical Support/Sales

December 2004 to March 2005

GoDaddy.com LLC – Gilbert, AZ

Providing Inbound Technical support and sales and generating revenue through the inbound phone line.

References

- Ty Johnson, Director of Sales EIG
- Endurance International Group
- Office: 877-513-7446
- Email: tyjohnson@ipowerweb.com

- Rick Bartleman, Web Designer and Information Architect
- Suggestive.com Co-Owner
- Office: (480) 203-0336
- Email: Rick@suggestive.com

- Jon Grant, Executive Account Manager
- GoDaddy.com LLC
- Office: (480) 993-4055
- Email: jgrant@godaddy.com