

MATT MOON

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Professional Summary

Experienced SDR/BDR moving into software development. Experienced with multiple web development technologies. Attended DevMountain going through their web development program.

Skills

Javascript

React.js

HTML

CSS

Node.js

Git

C++

PostgreSQL

Work History

Sr. Enterprise Business Development Representative

Feb 2022 - Current

Entrata

Lehi, Utah

- Came on as the first BDR in the company and helped scale the team from 1 BDR to 8.
- Generated over \$5 Million in pipeline for Entrata over 2.5 quarters.
- Quota attainment on average was 175%.

Sales Development Representative

Apr 2021 - Feb 2022

Aktify

Lehi, Utah

- Built and managed accurate sales pipeline to maintain high volume of activity.
- Won new business by articulating full value of company's capabilities to prospects.
- Contacted prospective customers to uncover sales opportunities.
- Achieved or exceeded company-defined sales quotas.

Education

Web Development

DevMountain

Oct 2022

Lehi, UT

Languages

Icelandic



Full Professional

German



Limited Working