

# Quavo Employee Spotlight

“I first joined the Quavo team as an intern while I was studying at Michigan State University’s Eli Broad Business College. Upon graduation, I was hired full time as the sales development representative. Working at Quavo has taught me so much about maintaining and building strong relationships with new clients to deliver upon their initiatives and make their fraud and disputes workflow stronger with Quavo’s Fraud and Disputes offerings.

Throughout my workday as a the Sales Development Representative, I identify and target qualified leads for product and service opportunities within the financial services market. I help execute and manage product campaigns to build a consistent pipeline of highly qualified leads. From there, it’s my job to develop and guide the client relationship from initial contact through to sales qualification and, ultimately, successful software deployment.

Five years from now, I hope to still be at Quavo, fulfilling the role of a territory sales manager. Seeing financial institutions leverage Quavo’s automated fraud and dispute platforms is really exciting. We’re the first to offer multi-point, automated fraud and disputes platforms to issuing banks and credit unions. That’s huge and it’s incredibly rewarding to be a part of.”

Joy Drassler, Sales Development Representative

