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| Ryan Morley6188 Borowy Dr. Commerce Township, MI 48382 · 810-701-5599ryanmorley92@yahoo.com |
| OBJECTIVE * Find a Sales position in a competitive environment in which focused application of sales skills will achieve personal and organizational sales goals and objectives.
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# Experience

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| November 2018 – PresentTechnology Major Account Manager – Novi, MI* Territory Account Manager
* Responsible for developing Net New business, and upselling existing clients. Product lines include software, office machines, and IT solutions.
* Accountable for meeting Sales quota and maintaining optimal client satisfaction
* Year 1 = 122% quota, Year 2 = 109% quota, Year 3 (current) = Already at 91%
* Worked with C-Level buyers in all Industries
* Have averaged over $200,000 per year in Net New business
* Prepared sales presentations or proposals to explain products or solutions.
* Earned “Rookie of the Year” award for top sales revenue
* Earned “Sales Person of the Month” three times
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| April 2016 – October 2018Sales Representative, Dynamic Facility Solutions – Grand Blanc, MI* Commercial Account Manager
* Assistant Manager
* Interacted with new and existing customers
* Helped with Brand Development and Marketing Strategy
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# Education

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| August 2011-April 2016 Bachelor of Science: Marketing, Northern Michigan University Marquette, MIStudent Athlete and graduated in Honors  |
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# Skills

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| * Sales & Marketing
* CRM Experience (SalesForce)
* Time Management
 | * Territory Management
* Customer Service
* Net New Business Development
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