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| Ryan Morley  6188 Borowy Dr. Commerce Township, MI 48382 · 810-701-5599  ryanmorley92@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. |

# 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 |
| 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 |

# Education

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| August 2011-April 2016Bachelor of Science: Marketing, Northern Michigan UniversityMarquette, MI Student 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 |