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# RYAN BUSH

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## PROFESSIONAL SUMMARY

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Experienced and forward-thinking professional, equipped with a distinctive mix of skills in customer portfolio management, technical sales, strategic development, and lead generation. I am dedicated to fostering cross-departmental harmony, utilizing innovative tools and methodologies to enhance organizational efficiency and uphold accountability. Recognized for my leadership and ability to collaborate effectively, I excel in building brands that earn and retain customer trust. With a proven track record in applying strategic planning and problem-solving skills, I adeptly improve business operations and respond to daily challenges. My deep understanding of industry trends, combined with superior communication abilities and a knack for identifying and addressing areas for growth, positions me as a strategic asset. As I aim to transition into a role at a Fortune 500 company, I am enthusiastic about leveraging my tech sales expertise to contribute to a leading organization's success.

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## CORE QUALIFICATIONS

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- **Strategic Account Management:** Proven track record in managing a \$6M+ portfolio, demonstrating exceptional ability to drive revenue growth and surpass sales targets.
- **Innovative Solution Development:** Utilized expertise in technology and telecommunications to identify strategic needs and provide tailored solutions, contributing to a 500% growth in a new industry vertical within its first year (2019).
- **Leadership and Team Motivation:** Inspired team excellence, aligning goals and expectations to exceed quotas by 100%+ for four consecutive years (2019-2023). Recognized for exceptional leadership, earning 5 promotions and Presidents Club recognition 6 out of 8 years.
- **Market Expansion and Partnership Building:** Played a crucial role in broadening market presence and forging new partnerships through active participation in industry events and tradeshows, enhancing company visibility and strategic alliances.
- **Professional Development and Technical Proficiency:** Holding a CCNA certification and skilled in resolution-oriented strategies, vendor management, contract negotiation, customer portfolio management, lead generation, sales process optimization, strategy development, telephony, and team leadership.

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## WORK HISTORY

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**Sr Manager-Enterprise Accounts**, 10/2015 - Current

**Granite Telecommunications** – Orlando, FL

- Successfully managed a \$6M+ portfolio, showcasing exceptional skills in driving revenue growth and surpassing sales targets.
- Leveraged deep expertise in SD-WAN, IoT, UCaaS, and SaaS to deliver customized solutions, achieving high levels of client satisfaction.
- Masterfully navigated C-suite engagements to secure high-value contracts, employing strategic insights and expertise in SD-WAN, IoT, UCaaS, and SaaS solutions to meet executive-level expectations and drive substantial business growth.
- Strengthened client relationships through strategic need identification and solution provision, significantly enhancing business expansion and retention, leading to a remarkable 500% growth in a new industry vertical within its first year (2019).
- Inspired team excellence as a motivational leader, conducting meetings to align goals and expectations, resulting in the team exceeding quota by 100%+ for four consecutive years (2019-2023).
- Played a key role in expanding market presence and establishing new partnerships through active participation in industry events and tradeshows.
- Distinguished as a consistent top performer, earning 5 promotions and Presidents Club recognition 6 out of 8 years, underscoring exceptional sales achievements.

**Spine Sales Manager**, 02/2014 - 10/2015

**Zimmer Biomet** – West Palm Beach, FL

- Oversaw consultations across Palm Beach, Broward, and Miami-Dade County, managing the largest territory in the Eastern U.S., showcasing unparalleled territorial management and client engagement skills.
- Achieved the status of #1 highest grossing Sales Representative in South Florida in 2014, demonstrating exceptional sales proficiency and market dominance.
- Successfully increased Broward County area sales by 37% from 2013, generating a significant \$1.3 million annual sales uplift, evidencing strong market growth strategies and execution.
- Managed product coverage across over 20 hospitals, ensuring extensive availability and support for medical products, underscoring a comprehensive approach to territory and account management.

**Spine Sales Associate**, 05/2012 - 02/2014

**DePuy Synthes** – Miami, FL

- Earned the title of Rookie of the Year in the Spine Division in 2013, demonstrating outstanding performance and exceptional contribution as a newcomer.
- Spearheaded a \$2.8 million revenue boost by strategically extending the product line across the entire Veterans Affairs Hospital system, showcasing adeptness in market penetration and revenue growth strategies.
- Provided expert assistance to surgeons by offering in-depth product knowledge, technical support, and anatomical guidance, ensuring optimal use of medical devices and enhancing surgical outcomes.
- Skillfully managed product coverage and support in 3 different hospitals daily, exemplifying strong organizational skills and dedication to high-quality customer service in a demanding healthcare environment.

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## EDUCATION

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**Bachelor of Arts:** Finance,

**Florida Atlantic University** - Boca Raton, FL