

# Ryan C Morrissey

## Cloud Technology Enthusiast

Accomplished sales consulting executive with nearly **10 years** of experience in driving adoption of **cloud computing solutions**, establishing sales methodologies and GTM strategies, and driving new business sales. Creative and detail-oriented, I am proficient at building collaborative teams and motivating young professionals in a fast paced environment. Looking to leverage my skills in the **software technology** space.

## Experience

08/2013 - Present	<b>Senior Manager, Solution Consulting</b> NetSuite, <i>acquired by Oracle</i> - Denver, CO <ul style="list-style-type: none"><li>Grew solution consulting team by 350%, from 3 to 11 resources in 3 years</li><li>Managed sales support to over 30 account executives across four regional managers</li><li>Created and presented vertical sales enablement materials at Sales Bootcamp</li><li>Developed new micro-vertical product offering based on leading practices</li><li>Designed and rolled out automated internal SC request process and management reporting</li><li>Launched new NetSuite SRP product with CEO to 6,000 attendees at annual user conference</li></ul>
08/2012 - 08/2013	<b>Team Lead, Solution Consulting</b> NetSuite, <i>acquired by Oracle</i> - Boston, MA <ul style="list-style-type: none"><li>Closed largest OpenAir deal in company history encompassing 15,000 end users</li><li>Managed team of three resources while also performing individual contributor role</li><li>Hired to plan, including an individual with key competitive industry knowledge</li><li>Qualified for 2013 NetSuite Sales Club (top individual performers)</li></ul>
11/2009 - 08/2012	<b>Solution Consultant</b> NetSuite, <i>acquired by Oracle</i> - Boston, MA <ul style="list-style-type: none"><li>Named 2010 and 2011 Regional Solution Consultant of the Year (highest revenue)</li><li>Participated in over 200 new business sales presentations on-site and remote</li><li>Built and maintained demonstration datasets to improve presentation effectiveness</li><li>Qualified for 2010, 2011, 2012 NetSuite Sales Clubs (top individual performers)</li></ul>
08/2008 - 11/2009	<b>Customer Success Associate</b> OpenAir, <i>acquired by NetSuite</i> - Boston, MA <ul style="list-style-type: none"><li>Supported clients on integrations to Salesforce, QuickBooks, NetSuite, and Microsoft Project</li><li>Selected to run a two week systems integration project for an enterprise client</li><li>Managed the transition to a new VoIP phone system</li></ul>

## Education

05/2008	<b>Bachelor of Arts, Boston College</b> English Literature, Economics - Chestnut Hill, MA
---------	--

## Interests

Fly fishing • Skiing • Hiking • Rock climbing • Open-source software

## Personal Info

- 📍 Denver, CO USA
- 📞 1-857-225-1098
- ✉ ryan.c.morrissey@gmail.com

### Links

- 🌐 /ryancmorrissey.com
- in /in/ryancmorrissey

## Competencies

- Leadership
- Communication
- Teamwork
- Creativity
- Detail-oriented

## Skills

JavaScript	●●●○○ Intermediate / 6 yrs
Python	●●●○○ Intermediate / 6 yrs
SQL	●●○○○ Novice / 4 yrs

## Software

NetSuite	●●●●● Expert / 9 yrs
OpenAir	●●●●● Master / 10 yrs
Salesforce	●●○○○ Novice / 2 yrs