

RYAN B ACTON

Sales Manager - EMEA

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Tehran- Iran

EXPERIENCE

Senior Solution Sales Manager- EMEA

Wolf Inc

2015 - Ongoing Tehran- Iran

Wolf Inc is an innovation leader in the technologies that connect people and things, combining network infrastructure, software and services, with advanced technologies.

- Grew the New York Office, Northeast Account Executive Team, and exceeded revenue quota by 125%
- 100% commission based job.
- Managed and led 4 Specialist & 32 Analyst on Account & Order Management
- Increased Average Margin from 20,000/Unit to 75,000/Unit
- Overhauled district with new talent. 104% of budget/quota in Yr 1

Sales Manager

Torphy

2013 - 2015 Tehran- Iran

"Torphy" is a local hardware manufacturer and the official dealer of 2 of the largest Russian iron plants: MMK and Severstal.

- increased sales volume of 10 in 6 months
- 1st UK employee. Achieved over 60 client wins and successful client relationships.
- Coached the Hong Kong Sales and Relationship Management team of 6 people
- On average contributed \$1 million in annual revenue.

Sr. Solution Sales Manager- EMEA

Nader

2009 - 2010 Tehran- Iran

Nader is enabling a new type of network to become the seamless fabric of our connected lives and new experience possibilities for end users of our technology: Converging mobile, fixed, IP and optical networks, optimized by, and for, the Cloud, Software leadership for intuitive, self-learning, self optimizing networks, Internet of Things and 5G ecosystems.

- +50 clients closed, nurtured and managed to date. I keep selling and managing clients in my director's role.
- Supervised 2 managers 3 Sales executives, and administration clerk
- Achieved 33% of Sales Contribution to the Total Sales in 6 Months.
- Managed a team 4 Business Development reps and 2 Account Executive
- closed large and long term MRR deals with 120% achievement to target

LANGUAGES

English

Native



Russian

Native



Azerbaijani

Native



INDUSTRY EXPERTISE

International Trade



Telecommunications & IT



Marketing & Sales

