

Ryan Carr

Tech Sales | Full Stack Developer

Profile

As a developer with a background in tech sales and management, I bring a unique perspective to the table. I have a deep understanding of both the technical and business sides of software development, allowing me to create solutions that meet technical requirements, and drive business results. As a lifelong student of technology, I am constantly inspired by the endless opportunities for growth and innovation in the industry and taking on the challenge on harnessing that knowledge to create exceptional solutions.

Employment History

Business Development Representative, Mid-Market at TouchBistro Inc., Toronto, ON

January 2023 — Present

- Collaborate with team of mid-market reps to organize US territory invasion plan for upstream accounts
- Generate, contact, and qualify prospects within my territory for single and multi-venue restaurants
- Develop workflow process for newly expanded MM team to ensure success as it continues to grow

Business Development Representative at Curv Health, Toronto, ON

August 2022 — January 2023

- Responsible for generating, contacting, and qualifying prospected leads for EFAP and Disability pipelines
- Collaborate weekly with COO and BDM to optimize targeted outreach
- Navigated discovery calls with EFAP accounts to accelerate pipeline growth

Team Lead & Business Development Specialist at The Sales Factory, Toronto, ON

September 2021 — August 2022

- Responsible for generating, contacting and qualifying marketing leads through email and call campaigns
- Managed prospects using CRMs such as Salesforce, Hubspot, Outreach, and Salesloft
- Tasked with reviving accounts that are performing below company KPIs
- Managed and developed a team of BDRs to ensure monthly quotas were being met

Account Manager at Vista Security & Investigations, Mississauga, ON

October 2017 — September 2021

- Oversaw new business development and customer services including networking, physical site design and account servicing
- Liaised between account holders and various departments, communicating effectively to maintain customer satisfaction and uphold company protocols
- Contributed to annual revenue by selling security services and developing new accounts

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[LinkedIn](#)

[Github](#)

[Portfolio](#)

Skills

HTML/CSS/JavaScript

React.js

MERN Stack

Django

PostgreSQL

GitHub

Git

Bootstrap

Python

Staff Management

Operations

Management

Account Verification

Customer Service &
Relations

Vendor Management

Team Training

Prioritizing Workflows

Goals & Performance

Projects

SlickChef – Designed to help you generate recipes using the ingredients you have available on hand with our AI-backed web app. Create an account where you can modify and save your recipes to your personalized cookbook. Our web app provides nutritional information for easy health-conscious creations.

Education

Honours Bachelor of Arts - Environment & Management Studies, *Wilfrid Laurier University, Waterloo, ON*

Full-Stack Development - Software Engineering Immersive, *General Assembly Canada, Toronto, ON*