
RYAN BLOCK

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3 Gabrielle Circle
Maynard, MA
01754

Skills

- Ability to work with any type of customer and any type of product
- Great at making conversation and working with customers
- Dependable and reliable
- Resolution-oriented
- 4 years sales experience working at Brines Sporting Goods.
Working closely with customers to make sure they get what they need.
- Effective team player
- Superior communication skills

Profile

Incredibly enthusiastic business major with superior communication skills seeking additional experience in retail and sales-focused environment for internships and full-time summer work. Experience working with customers and products of all types, hard working and always looking to improve

Experience

Sales Engineering Intern, Datto; Boston, MA — May 2017 - August 2017

Working closely with both the engineering team, as well as the sales reps, I ran demonstrations of a backup product via online meetings which requires me to be an expert when it comes to knowing the product inside and out. I demonstrated a backup solution for both google apps and office 365, and answered any questions the client may have had. If the client purchases the product, I would also continue to onboard and train the new customers.

Quality Assurance Intern, Datto; Boston, MA — June 2016 - August 2016

Working at Datto was a completely different experience, working full time, sometimes as early as 7 or 8 AM until as late as 6 or 7 PM, in Boston, was much different than any previous job. It required an immense amount of commitment to wake up and make the commute in to work everyday, and helped me learn how to work efficiently and get along with a big team in an office environment. I learned how hard work and commitment to your team and your company pay off and that is a skill that I hope to transition into many employment opportunities in the future

Sales, Brines Sporting Goods; Sudbury, MA — 2011-2016

Brines Sporting Goods has taught me how to interact and work with customers of all kinds, from young kids, to older adults, and working there for so long, I have become very experienced when it comes to the retail side of any business. I enjoy working with other people, meeting new people, and have great conversational skills!

Education

University of Maine - Orono, ME, US — Candidate for Bachelors Degree,
Major: Business;
