

Ryan M. Rousseau

14318 River Junction Dr. Fredericksburg, VA 22407 (540) 604-3653

ryan.rousseau001@gmail.com

Objective- Be a part of a fast pace, upward moving company that affords the opportunity to grow and develop my professional and entrepreneurial competency and outside the box thinking

Core Competencies- Strong Communicator, Public Speaking, Relationship Building and Management, Point of Sale Activities, Schedule Management, Client Relations, Problem Solving, Social Media, Event Management, Team Leading and Education, Critical Listening, Deductive Reasoning

EXPERIENCE

Sedona Taphouse, Fredericksburg, VA

Sep

2015-Present

Bartender and Cicerone Certified Beer Server

- Made drinks and talked about beer
- Purveyed expertise on the various styles and construction of the wide world of beer

St. Anne Catholic School, Tomball, TX

May 2014-Aug 2015

Teacher, Fourth Grade- Math, Science, and Religion

- Independent classroom manager of 36 students, split over two sections
- Daily time management and curriculum structuring activities, incorporated into interactive classroom environment
- Responsible for data management, material control and assessments on a daily basis.
- Increased IOWA standardized test scores in given fields of study by 15% in first year

BKM Global Enterprises, Fredericksburg, VA

Oct 2013-Present

Role Player

- Work in support of JCITA surveillance training contracts in and around the Washington DC area.
- Tasked with observation and pursuit of predetermined persons for the purpose of identifying strengths and weaknesses in student generated surveillance scenarios.
- Simulate real-world tailing and monitoring environments for students and problem situations for the purpose of crunch time behavioral analysis

United Grinding Technologies, Fredericksburg, VA

Dec 2012 – Oct 2013

Inside Sales Engineer

- Created, organized, cataloged, and maintained approximately 12 sales orders per month for new machine sales, using SAP Enterprise Resource Planning software for machinery valuing between \$450K to \$1.2M
- Streamlined numerous responsibilities ranging from the generation of new sales documents, to distribution and interfacing with clients, to maintaining customer satisfaction.

Capital Ale, Fredericksburg VA

Oct 2012-Mar

2013

- Restaurant serving responsibilities with a particular focus on knowledge of Beer, extending from the brewing, location, style, flavor, and pairings with cuisine, to being able to distinguish particular flavors within individual styles in order to provide the optimal beer for the customer's palate.

Liberty Mutual Insurance Company, Woodbridge, VA

Nov 2010 -- Sept 2011

Sales Representative

- Heavily prospected, identified, and developed new clients for Home, Auto, and Life protection.
- Personally introduced over 25 new clients to Liberty Mutual services, totaling nearly 75k in premium, increasing the overall performance of the Woodbridge office by 13%.
- Maintained and expanded current Liberty Mutual client base through capitalizing on existent, previously unidentified opportunities.
- Scheduled, created and presented five educational seminars on personal liability protection.

Voluntary Benefits Specialist

- Prospected and cultivated relationships with various organizations leading to the implementation of turn-key free benefit programs.
- Conducted risk protection and evaluation on-site activities.

EDUCATION

Franciscan University of Steubenville, Steubenville, Ohio

Aug 2006 – May 2010

- BA in English Literature, GPA 3.68
- Minor in History
- Coursework in economics, accounting, mathematics, communications, and business

Certifications—Secret Clearance

Sandler Sales Training and Client Relationship Management Course- Sept 2012

Conversational in Spanish