

## **Bryon Ball**

843 Beechlaw Court, East Lansing, MI 48823 (517) 643-7028  
bryonball@hotmail.com

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Currently enrolled in Arizona State University's College of Engineering Bachelors of Information Technology program. Product specialist leveraging a background in customer service and relationship sales to deliver client satisfaction through leadership and technical know-how. Earned a certificate in Full Stack Coding from Michigan State University to hone skills in Agile frameworks as well as product management lifecycles, among others. Collaborated on projects with one being to overcome obstacles and deliver development work to a client. Enjoys cross-functional group efforts to meet goals and over-deliver on client expectations.

### **Education:**

ARIZONA STATE UNIVERSITY, Tempe, Az, Candidate: Bachelors of Information Technology

MICHIGAN STATE UNIVERSITY, East Lansing, MI Full Stack Coding Certificate

UNIVERSITY OF IOWA, Iowa City , Iowa Bachelor's Degree, Conferred May 2012

### **ESKER PROPERTIES, Lansing, MI**

#### ***Property Maintenance Technician***

#### **July 2022 to Present**

Responsible for addressing general apartment maintenance issues across multiple properties, performing repairs and installations as needed. Recommended proper subcontractors for serious property issues and worked with management to resolve tenant issues and property complaints.

### **CENTER FOR VEIN RESTORATION, Lansing, MI**

#### **Physician Liaison December 2018 to July 2022**

#### ***Maryland based Physician owned surgical center with over 100 locations***

Responsible for effectively applying strategic account selling and management processes through organizing and communicating information on Venous Insufficiency Disease, The Center for Vein Restoration, building customer confidence and receptivity, developing rapport, and building and maintaining personal relationships with physicians in private practice, medical group practices, and or hospitals, M.D. office staff, and others in the customer influence network.

**FARM BUREAU INSURANCE OF MI, East Lansing, Michigan *Lansing,***

***Michigan based Multi-Line Insurance Company.***

**Agency Owner June 2014 to November 2018**

Actively ran a successful Captive Insurance Agency. Managed a Sales team, College Interns, Sales Assistants and Customer Service Representatives. Actively recruited and trained new employees and managed all aspects of day to day operations. Engaged Businesses and Consumers on all lines of Insurance. Summary of Accomplishments: • Consistently top 20 percent in production(415 Agents) • All American Trip Recipient 2015, 2016, 2017 • Life Elite Sales Club Recipient 2015, 2016 ,2017 • Mentored and trained new Agency Owners • 1 Million in new Insurance premium over 4 year span

**PAYCOR INC., East Lansing, Michigan**

***Privately owned Payroll Services Company. Currently 5th largest in the United States***

**Mid-Market Sales Executive February 2013 to June 2014**

B2B sales position which actively calls on and sells Paycor's SaaS products and services to new prospects within my assigned territory. Responsibilities include self-generation of leads through field prospecting, telemarketing, sales database management (CRM) and networking. Summary of Accomplishments: • Top Mid-Market Rep in Michigan 2013 • Presidents Club Trip Recipient 2013 • Consistently met or exceeded sales goals in complex and competitive value sales environment • Promoted from Small Market Sales Executive to Mid-Market Sales Executive ( July 15th) • Successfully completed 3 week training program • February to July 2013 100% to quota

**TDS TELECOMMUNICATIONS CORP (Telephone Data Systems), Okemos, Michigan**  
**Seventh largest telecom provider in the U.S. *Wholly owned subsidiary of Telephone and Data Systems, Inc., (Fortune 500).***

**Account Executive May 2011 to February 2013**

Led B2B new business cultivation and development targeting small to large corporate accounts and government agencies across verticals leading marketing and sales of voice, data and professional services solutions. Penetrated senior IT leadership and C-level executives to decipher technology and operational needs concerning VoIP, IP security, phone service, data networking and managed services. Aggressively identified, cold-called, qualified and cultivated new business; led full sales cycle from cold-call and presenting value based technical proposals through close and integration. Summary of Accomplishments: • Consistently met or exceeded sales goals in complex and competitive value sales environment • 2011- 84% to Quota (May-December) President's Sales Club 2012 • 2012 -Year to Date 115% to Quota • Achieved and maintained rank of 19 out of 120 Reps regionally • Successfully completed 3 week Solutions Selling training program

**ORBIT MEDICAL, INC., East Lansing, Michigan High-growth, privately held distributor of medical supplies & DME.**

**Sales Representative August 2008 to March 2011**

Managed consultation and education-oriented marketing and sales of durable medical equipment. Sourced, secured, negotiated and administered contracts and referral relationships with hospitals, insurance providers and physician offices. Managed business development, including penetrating new referral channels and negotiating contracts; distributed equipment and provided patient/family education. Conducted in-services with physicians, RNs and discharge planners. Summary of Accomplishments: • Excelled in this entrepreneurial sales environment leading all sales and business operations in a multi-county East Lansing territory: accountable for sales, physician partner relations, patient relations, inventory management, and business planning and territory resource allocation. Developed and implemented territory vision, strategic plans and sales goals. • Developed relationships with key physicians and medical personnel in a stagnant territory (vacant for five years). • Increased monthly sales revenue month over month consistently meeting sales goals. • Consistently ranked in top 3 of 12 Reps July 2008-March 2011 • Presidents Club Trip Recipient 2009, 2010, 2011 • Number 1 in monthly Quota for State of Michigan 6 times; 6 time “Top Dawg of the Month” recipient • August 2008 to March 2011; Ranked 20 out of 60 Regional Reps 2008-2011, (IL, MI, WI)

**TECHNICAL: Microsoft Office Suite; proprietary CRMs, Ace of Sales (online CRM), SFA (CRM), Encompass. Microsoft CRM's, JavaScript, NodeJS, MongoDB, Bootstrap, CSS, HTML, React, MERN Stack, Python, Azure.**