

# Ryan Pepper

FL 32707

RyanPeffer@iCloud.com

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## Professional Summary

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Full-Stack Web Development Certification Student at University of Central Florida, studying to shift career from technology sales to development.

Motivated and accomplished B2B Sales Professional, attentive to detail with outstanding follow-through. 4+ years in sales, B.A. in Psychology with 3.0+ GPA from Rollins College, background in technology and higher education.

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## Core Qualifications

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- Goal-oriented
- Revenue Generation
- Exceptional Time Management
- Proven Sales Track Record
- Computer Proficient
- Friendly and Cheerful
- Approachable
- Cold Calling
- Business Development
- Accounts Payable/Receivable

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## Experience

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April 2018

### **T-Mobile**

Orlando, FL

### **Retail Sales Manager**

Returned to cellular sales for management growth and development opportunity.

January 2017 to

April 2018

### **Total Quality Logistics**

Orlando, FL

### **Logistics Account Executive**

*Total Quality Logistics (TQL) is a nationally recognized leader in the truckload transportation industry. TQL connects consumer product and industrial goods shippers with truck operators who transport their freight to market destinations across North America.*

- Prospecting, cold calling, and selling TQL Services to new and existing customers.
- Build and maintain a consistent sales funnel and pipeline.
- Achieve sales targets through sales cycle.
- Negotiate with Shippers, Carriers, and Customers.
- Manage shipments daily from pickup to delivery.
- Responsible for customer payment within 30-day terms.
- Successfully complete training modules within allotted time.
- Single point of contact available 24/7.

August 2013 to  
January 2017

## **Sprint**

Altamonte Springs, FL

### **Sales Professional**

*Sprint is an American Telecommunications Holding Company that Provides Wireless Services and is a Major Global Internet Carrier.*

- Consistently meet and exceed sales expectations for monthly gross profit and accessory attachment.
- Take daily inbound calls and interact face-to-face with customers to key-enter orders, backorders, and credits for accounts and clients.
- Demonstrate devices at customer locations and answer questions about accessories, emerging products, and plans.
- Develop promotional programs for outside sales to optimize revenue.
- Assist in raising failing locations.
- Attend weekly courses and meetings.
- Transferred to top location in Central District.
- Design accessory displays for Central District.

#### **AWARDS:**

- Sponsored by Apple.
- Six-Star Accessory Black Belt.
- Multiple Employee of the Month Certificates.

August 2011 to  
August 2013

## **Rollins College**

Winter Park, FL

### **Classroom AV Specialist**

(Employment During College)

*Rollins College is ranked #1 in Florida for its MBA, Leadership and Development, Philanthropic, and overall College via U.S. News & World Report, Bloomberg BusinessWeek, and Forbes.*

- Trained and demonstrated AV presentation locations to Rollins faculty, staff, and students.
- Supervised student workers across multiple departments.
- Tested student workers ability to absorb additional department responsibilities via self-produced written examination.
- Provided Technical Support On-Site and Call.
- Achieved Campus Wide Access and Clearance.
- Installation, supervision, and service of hardware within new and preexisting spaces.
- Solo set up, break down, and on site standby during live events.
- Personal technician to Rollins College president Lewis Duncan.

#### **PROJECTS:**

- Campus-wide square foot inventory for CIO Patricia Schoknecht.
- Classroom technology integration into the new Bush science building.
- Department merger of IT Help Desk and Classroom Technology.

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## Education

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2012      **Rollins College**  
Winter Park, FL, United States  
Psychology  
Bachelor of Arts  
3.0+ GPA  
*Achieved Writing Teachers Assistant with Coursework in Clinical Psychology, Gender/Public Communication, Listening, Mental Health and Wellness.*