

Ryan Nemec

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RELEVANT EXPERIENCE

Odoo Inc. | *San Francisco, CA* May 2018 – March 2020

Account Executive

- Built sales pipeline. Nurtured leads from qualification through their evaluation process all the way until closing.
- Acted as an Account Manager post sales. Worked with my clients to build trust and provide support.
- Worked with clients to fully understand their business so that I could provide a customized ERP solution for their needs.
- Traveled the country acting as a representative for the company, providing speaking tours to connect directly to customers.
- History of meeting or exceeding sales targets and providing revenue.

Jumpshot Inc. | *San Francisco, CA* August 2015 – February 2018

Sales Associate

- Proudly served as the company's first member of the sales team, and helped build the sales pipeline from the beginning
- Acted as first point of contact for all lead generation, both outgoing, and inbound • Nurtured clients from initial contact and worked consultatively with companies to create customized enterprise solutions.
- Served as representative for the company and acquired new clientele base at various events nationwide
- Collaborated and worked closely with CEO and Vice President of Marketing to create and implement large-scale marketing campaigns.

Trulia | *San Francisco, CA* July 2014 – April 2015

Inside Sales, Account Executive

- Worked closely with clients on comprehensive real estate marketing and online advertising strategies to ensure optimum mutual success.
- Coached real estate agents on lead generation solutions.
- Successfully managed a clientele base of over 500 accounts through consistent outreach • Consistently exceeded sales objectives through building a positive rapport with my client base • Was ranked in Top Sales Team for Feb 2015.

OTHER EXPERIENCE

San Francisco Film Society | *San Francisco, CA* 2010 – 2012

Video Production Intern

- Created original and promotional videos for Film Society webpage.
- Taught video production classes for local elementary and high school students. • Organized classes and seminars, participated in the organization and documentation of the annual San

Francisco International Film Festival.

- Sound and video editing using Adobe Creative Suite.

TECHNICAL SKILLS

Microsoft Office Suite (Word, Excel, PowerPoint, Access & Outlook), Adobe Creative Suite, Salesforce CRM, HTML, CSS, Javascript, JQuery, JSON.

EDUCATION

San Francisco State University | San Francisco, CA
B.A. in Cinema | 2010