Roman Ruiz

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https://github.com/rruiz88

Work Experience

Inside Sales Representative
Spring Venture Group - Kansas City, MO
April 2019 to January 2022

Built positive rapport with customers inquiring about Medicare supplements
Perform the tasks of gathering and recording customers personal information needed to complete quoted supplement application
100-200 prospecting phone calls to a day
Manage interactions with clients and prospects using Salesforce CRM system

Sales Representative
Adams Toyota Lee's Summit - Lees Summit, MO
August 2018 to April 2019

Built relationships with new customers to achieve sales objectives and provide insight into new products, features, and options.
Strategically negotiate with customers to close on deals and increase sales; personally work deals, interest rates, and calculate financial requirements prior to obtaining approval from manager and F&I manager.
Qualify and follow up on warm leads regarding new and pre-owned vehicle availability, price, and options.
Maintain contact with customers via email or phone calls

Asset Specialist
Cerner Corporation - Kansas City, MO
October 2015 to June 2018

Support internal or external client inquiries and requests
Perform data entry and maintenance in data systems or tools
Process incoming purchase orders in Remedy and Peoplesoft
Decommission of old assets
Hard drive destruction
Data center inventory

Education

LC101
LaunchCode - Kansas City, MO
June 2022 to Present

Bachelor of Business Administration
University of Missouri-Kansas City
August 2010 to 2013

Skills

- Inside Sales
- CRM Software
- Salesforce
- Java
- JavaScript
- Spring MVC
- GitHub