

RYAN SLOOP

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EDUCATION:

Arizona State University
Bachelor of Sciences in Computer Science

Tempe, AZ
Graduated May '20

EXPERIENCE:

Suncore Power

Sales Broker

Phoenix, AZ
Sept '21 - Present

- Cold-calling target prospects to schedule & attend in-person or virtual demonstrations
- Selling, promoting, and informing prospective customers on products and services available
- Exceeding FY21 sales target: closed 10 deals in 3 months, averaging an 80% win rate

Momentum Solar

Account Executive

South Plainfield, NJ
Mar '21 – Sept '21

- Executed sales pitches with an emphasis on managing prospect expectations and effectively handled objections
- Managed clients' projects through entire customer lifecycle from Point of Sale to Installation
- Built deep & trusting client relationships, resulting in the conversion of 10 closed/won deals from referrals
- Closed 60 deals over 6 months, averaging a 38% win rate

Orator

Co-Founder & President

Tempe, AZ/Green Brook, NJ
Feb '20 – Feb '21

- Designed and developed initial mobile application within agile work environment
- Recruited and mobilized development and operations team to handle day-to-day business operations
- Lead development team through weekly meetings to identify key initiatives and challenge solutions to persistent problems

NOTABLE PROJECT PARTICIPATION:

Mayo Clinic Software Application

Senior Capstone Project

Sep' 18 – Dec '19

- Led team to research and enhance Mayo Clinic's iOS application for clinical staff and patients to alleviate need for in-person examinations
- Utilized Objective-C to code the application to strengthen its Usability and Functionality to aid users of all ages, backgrounds, and technological experience

PROGRAMMING LANGUAGES/COMPETENCIES:

Programming:

- | | | |
|----------|---------------|------------------------|
| ▪ HTML | ▪ Python | ▪ AutoCAD Architecture |
| ▪ CSS | ▪ Java | ▪ Autodesk Fusion 360 |
| ▪ C/C++ | ▪ Objective C | ▪ Autodesk Inventor |
| ▪ MATLAB | ▪ SQL | ▪ Autodesk Revit |

CAD:

ORGANIZATIONS/EXTRACURRICULARS:

Pi Kappa Alpha

Executive Position: New Member Education

*Cabinet Positions: Class President, Director of Philanthropy,
Chapter Tutor*

Private Tutor

*Algebra, Precalculus – C++, MATLAB, Java, Calculus III, Java,
Chemistry I-II, Physics I*

Winner of Ira A. Fulton's eSeed Challenge

*Awarded grant for development of a startup, Wild Royalty, LLC
focused on branding a diverse and thriving social scene in the
Entrepreneurship course, FSE 301*