Ryan J. Chen

Saratoga, CA
ryfchen@ucdavis.edu
(408) 335–3972
http://www.linkedin.com/in/ryanjchen
https://ryanjchen.github.io/

EXPERIENCE

Product & Sales Coordinator | Oct 2017 —Present
Anatomage | San Jose, CA

- ❖ Maintain sales pipeline and develop relationships with prospects that drive lead conversion and close new sales. Process $400,000 monthly in new orders.
- ❖ Analyze, import and organize data to enable external sales team as well as ensure accurate reporting.
- ❖ Certified Salesforce Admin to onboard new users, coordinate development requests and troubleshoot UX issues for both sales and application teams.
- ❖ Spearhead projects dedicated to automating & optimizing sales processes on Salesforce utilizing workflows, visualforce & SQL. Design, develop and QA entire project lifecycle.
- ❖ Built marketing automation processes with process builder & custom HTML/CSS email templates.

Supply Chain Management Intern | June 2016 — Sep 2016
Frito-Lay | Sacramento, CA

- ❖ Communicated with both sides of business to convey information from one side to the other.
- ❖ Implemented awareness program between teams using analytical performance boards and improved training methods to minimize human error and save $90,000 annually in the long run.

Engineering Co-op | Jan 2016 — June 2016
Central Contra Costa Sanitary District | Martinez, CA

- ❖ Charted construction projects and drafted cost estimates to determine scope and financial viability.
- ❖ Managed Recycled Water Program ensuring customer satisfaction while tracking various participation data using formulated Excel spreadsheets.

Music Director | Sep 2015 — June 2016
Lounge Lizards a Cappella Group | Davis, CA

- ❖ Unified members together focusing on group cohesion and morale while making executive decisions that best fit the group's goals.
- ❖ Orchestrated rehearsals with concise direction in preparation for performances at charity gigs, school events and annual concerts fully hosted and planned by group.

EDUCATION

B.S. Chemical Engineering | University of California, Davis | June 2017

SKILLS

Technical Proficiencies — HTML, CSS, Javascript, SQL, Excel
Certifications — Salesforce Certified Administrator
Areas of Expertise — Leadership, Process Optimization, Project Management, Communication