

RYAN PEDERSEN

TECHNICAL ACCOUNT MANAGER

PROFILE

Experienced SaaS Account Manager, Growth Hacker, and Product Specialist.

Eager to join a remote-first thought leader, and to help people around the world be more productive

CONTACT INFO.

Phone + (707) 206-2354
Email ryanpedersen42@gmail.com
Location San Francisco, CA
Nashville, TN

WHAT I DO BEST

React, JavaScript, Node.js, Express, JavaScript, Redux, CSS, PSequel / SQL,

Strategic Account Management, Relationship Building

Design Thinking, Agile Methodologies, Remote Team Best Practices, Productivity Tools

INTERESTS

Leading fitness bootcamps (NASM CPT), 80s Movies, Blues and Folk Festivals, Design, Public Speaking, My Mastiff and Pug, Scuba Diving, Snowboarding, Behavioral Economics, Open Blockchain

LINKS



github.com/ryanpedersen42



[linkedin.com/in/the-real-ryan-pedersen/](https://www.linkedin.com/in/the-real-ryan-pedersen/)

WORK EXPERIENCE

- 2018 Enterprise Account Manager • MURAL**
- Software product focused on spreading Design Thinking and Agile Practices across remote and distributed organizations
 - Responsible for \$427,192 of new and incremental business in calendar 2018, more than other two reps combined
 - Helped partners identify use cases for growth
 - Conducted trainings, onboardings, and quarterly check-ins
 - Strategic Accounts included Kaiser Permanente, Netflix, Target, Autodesk, ConsenSys, and Hulu
 - Acted as liaison between Customers and Product, Engineering, Legal, and Customer Experience Teams
- 2017 Digital Acquisition and Growth (1099 Contractor)**
- Self-Contractor responsible for social media presence of new restaurants and bars
 - Brought on high-growth digital clients through networking and referral pipeline
 - Created custom reports to show weekly wins and losses
- 2017 Account Manager • PagerDuty**
- Enterprise Software Start-Up focused on Digital Operations and Incident Management
 - Traveled to conferences and meet-ups to socialize PagerDuty and DevOps methodologies
 - Responsible for maintaining relationships with current clients and onboarding high-growth new customers; negotiated full Cloudflare case study on PagerDuty website.
- 2015 Corporate Account Manager • Quantcast**
- Digital Advertising firm serving display ads to in-market individuals
 - Selected as part of a small group to provide feedback for Corporate Sales team on new tool evaluations
 - Served as intermediary between Client Strategy, Sales Planning, Technical Client strategy, and Campaign Planning
 - Helped clients identify growth potential, and where to allocate budget for highest Return on Ad Spend
- 2014 Senior Sales Development Representative • Okta**
- Enterprise Software Start-Up focused on Identity and Access Management
 - President's Club FY 2014
 - Traveled to regional and national conferences
- 2013 Business Development • Invisible Hand Consulting**
- Profitable start-up reputation management firm
 - Led company to clientele growth of 120% while remotely managing a group of 15 employees
 - Served as key decision maker for strategy of each client and the ongoing project management

EDUCATION

- 2011 Claremont McKenna College**
Bachelor of Arts in Economics-Accounting
- 2008 University of North Carolina at Chapel Hill**
4 Semesters of Coursework

PROFESSIONAL DEVELOPMENT

- The Complete Web Developer • Zero to Mastery**
- Immersive course in React, Node.js, JavaScript, Express, APIs, SQL, Bootstrap, and CSS
- Harvard EdX • Computer Science 50**
- Coursework covering C, Python, JavaScript, Algorithms, and APIs
- LUMA Institute • Design Thinking Workshop**
- Immersive Multi-Day Workshop to teach LUMA Design Thinking Practices
- Command of the Message • Sales Training**
- Multi-Day Workshop focused on deep Discovery and building use cases

LEADERSHIP EXPERIENCE

Claremont McKenna NCAA Division III Varsity Football
UNC Division I NCAA Varsity Football
Novato Knicks Semi-Professional Baseball
Surf Yoga Beer Bootcamp Instructor