

Ryan Leach

Nashville, TN ♦ Phone: 615.681.7099 ♦ Email: ryanleach23@gmail.com

RECOGNITION & SKILLS

- Proficient in Microsoft Office and CRM programs
- **Consultative seller with 7+ years of experience**
- Best Participant in Advanced Sales Training Program Award, Nominated by Peer's
- Critical thinker with the proven ability to work independently

EXPERIENCE

07/2017 – 12/2018

PMG INC.

Nashville, TN

Business Development Representative, Territory Manager

Sales of contract labor services to manufacture's in a multi-state territory. Responsible for full cycle of sales, including lead acquisition, management of accounts and territory, and achieving revenue goals.

- Earned two promotions within 18 months
- Exceeded revenue goals by consistently achieving weekly/monthly metrics
- Generated over \$500k in gross profit as Territory Manager
- Cold called and opened 8 new accounts that included Fortune 500 companies
- Developed relationships with production/manufacturing managers to C level executives

03/2016 – 07/2017

CONSTRUCTION LABOR CONTRACTORS

Nashville, TN

Field Representative

Sales of contract labor services to contractors and subcontractors within an assigned geographic area. Responsible for talent recruitment, full cycle of sales, including lead acquisition, management of accounts and territory, and achieving revenue goals.

- Cold called and opened 43 new accounts within assigned territory
- Consistently achieved weekly and monthly quota
- Generated over \$500k in new sales within first year
- Developed relationships with construction supervisors and business owners

11/2014 – 12/2015

HASTING MANAGEMENT

Nashville, TN

Project Manager

Sales of residential and multifamily construction projects. Responsible for management of projects from start to completion.

- Generated \$600k in new business by cold calling and networking
- Developed relationships with homeowners and property managers
- Managed development of the scope of work and financial planning for multiple projects at a time

04/2012 – 11/2014

QUALITY EXTERIORS

Nashville, TN

Commercial & Residential Sales

Sales of residential and commercial roofing projects. Responsible for management of projects from start to completion.

- Generated over \$1 one million in new business, selling door to door and networking.
- Developed relationships with homeowners, insurance agents, property managers
- Managed property insurance policy reviews and negotiated with insurance carriers

EDUCATION

2009 – 2011

CHATTANOOGA STATE COMMUNITY COLLEGE

General Business

2007 – 2008

WESTERN KENTUCKY UNIVERSITY (WKU)

General Business

LEADERSHIP & INVOLVMENT

Business Networking International (BNI), member 2012 – 2014 Franklin, TN
Vice President Business Networking International 2013 Franklin, TN
Business Referral Network, member 2014, TN
Kappa Alpha Fraternity, Alumni 2008 – Present