

# Ethan James Sullivan

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## EDUCATION

### **Finance and Marketing Double Major** (Graduation: May 2020)

- Grand Valley State University (Allendale, MI) GPA: 3.4
- Graduated from Grand Rapids Catholic Central in 2016

## EXPERIENCE (POST-COLLEGE)

2021 – Present

### **Gartner**

#### Account Executive – Supply Chain Life Sciences

- Manage the commercial relationship between Gartner Supply Chain and ten Healthcare & Life Science organizations supply chain's (\$1.3 million book of business).
- Partner closely with 30 supply chain executives, ensuring that Gartner is aligned to their most critical priorities, and that we're driving optimal value during every advisory interaction.
- Grow current book of business by building relationships with current clients' broader teams and leading the end-to-end sales cycle from identification to close.
- Accomplished 2022 growth targets and was graded fully successful by Gartner management during most recent end of year review.

2020 - 2021

### **Gartner**

#### LE Supply Chain Business Development Program

- Was responsible for sourcing meetings between Gartner Supply Chain representatives and supply chain executives within US retail & CPG companies (500 million+).
- Consistently prospected within assigned territory, deciphering through which contacts to prioritize, and launched the sales process through tailored messaging, strategic resources of relevance, and direct phone calls.
- Facilitated my direct report throughout the E2E sales process by completing delegated tasks upon request, maintaining organization of our CRM, and constructing research notes on prospects / companies prior to calls.

## LEADERSHIP

### *Professional Sales Association*

- Served as the President of the Professional Sales Association at Grand Valley State University.
- “The mission of Grand Valley State University’s Professional Sales Association is to provide an academic and professional student environment committed to developing student’s knowledge, skills, and aptitudes in the field of professional selling.”

### *Honors*

#### Man of the Year:

- “Man and Woman of the Year honors are considered to be the greatest general awards at Catholic Central, given to a young man and woman who have supported his and her class during all four years. Honorees are selected by the senior class.”