**Ramsey Shull**

**Portland, OR 97232**

**503-863-0360**

**ramseyshull@gmail.com**

**linkedin.com/in/ramseyrshull**

**Professional Summary**

Self-motivated inside and outside sales representative with a proven track record of success. Consultative process managing customer service, clients, goals, team and individual goals.

**PROFESSIONAL EXPERIENCE**

**Sales Consultant,** Neptune Society, Portland, OR, USA 11/15/20 – 12/31/20

Licensed Cremation services pre-planning for OR and WA. Continuous Improvement and market analyst.

**Sales Representative Producer,** Bankers Life, Portland, OR, USA 9/20/20 – 10/20/20

Currently a Licensed Insurance Producer for Oregon and Washington in Life, Health, Annuities, and Long-Term Care.

**Account Specialist**, Anixter, Portland, OR, USA 10/29/18 -2/10/19

Electrical equipment for power plants. Effectively handle objections, negotiations, concerns to improve customer retention and continuous improvement.

**Sales and Security Advisor**, ADT-Defenders, Portland, OR, USA 04/2018-06/2018

Used time management and operations efficiency to produced 50% more installs and a 53% increase in order size.

**Sales and Leasing Consultant**, Mercedes-Benz of Portland, OR, USA 07/2016-02/2017

Negotiations, critical thinking, problem solving, primary care recruiting, finance, expenses, and service support.

Consistent and committed with leadership to train customers on every feature of their products, customer facing, presentation, influence excellent communication.

Received a 96% completely satisfied score after customers took delivery and manager verified payments

**Account Manager**, NEXTTEN STAUER, Burnsville, MN, USA 06/2015-02/2016

Marketing for fine jewelry and watches, call center, handled payments, recruiting, verification, and leadership skills

Working in a call center, I handled customer service issues, product issues, organization skills, mature judgement in problem solving

**Inside Sales**,

Promoted to account manager for exceeding sales goals for 3 months, licensed to sell authentic gemstones and watches. Service support primary care for division managers and clients

**Sales Representative**, PHH HOME LOANS: Wayzata, MN, USA, (Contract) 04/2013-02/2014

Marketing for Home Loans, service support, product line, training, spreadsheets, product knowledge

Business Development Success with a 40% increase in market share, services marketing and testing sales techniques

Selected as Employee of the Month for exemplary performance and teamwork

Surveyed all large clients in person to see what we could do to earn their business

Presented results of Client survey to the president to enhance customer satisfaction and repeat business

**Field Sales Representative II**, UPSHER-SMITH LABORATORIES, Maple Grove, MN, USA 08/2009-02/2012

Pharmaceutical field sales, for primary care medications and medical devices in the healthcare field working with healthcare providers using flexibility, business plans, collaboration, integrity, decision making, research, ethical impact decision making and time management skills. Deliver sales performance, brand KPIs, financial targets, marketing objectives, etc. in order to exceed those objectives. Using IDN, Microsoft office, analytical presentations for healthcare professionals mostly doctors and medical affairs.

**Specialty Field Sales Representative** I, INVENTIVE HEALTH, Maple Grove, MN, USA, 01/2008-08/2009

Started 1/2008 working with vendors, health services, patient care, later promoted from contract to direct hire with Upsher-Smith on 8/2009. Effectively identified key influencers on the target list or doctors to maximize sales goals. Working in customer service, team oriented, organizational skills, mature judgement, math skills, written communication, strong attention to detail, customer needs.

**EDUCATION**

● Bachelor of Arts-Degree, University of Wisconsin, Madison, WI, Graduated 1995

● High School Diploma, Berkshire School, Sheffield, MA, Graduated 1990

**SKILLS**

Hard Technical- Microsoft Office Suite, WordPress, Epic, Encompass, Flex, Salesforce, ADP, Concours, Mac Products, CRM, Math, Microsoft Office Word, Excel, Mac, iPad, Zoom

Soft- performance metrics, technical training, prospecting, inbound calls, negotiation, selling process, organizational skills, responsible, interpersonal communication skills, business acumen, flexibility, collaborative, problem-solving, positive attitude, proficient, proactive, innovative, driven, and collaborate judgement

US Citizen, clean driving record, pass any drug test, updated on federal and state regulatory laws

**COMMUNITY ENGAGEMENT**

OHSU-Volunteer: Portland, OR 06/2019 – 09/2019

AMERICAN DIABETES ASSOCIATION: Portland, OR 06/2016 – 04/2018