**Ryan White**

**Technical Skills**

* Completed CEB Challenger Training
* Completed Sandler Sales training
* Comfortable reading Tableau and other Data modeling tool
* Proficient with Salesforce, HubSpot, Sales loft hand other Sales related tools,
* Cold Calling
* Product Demonstration

**Education and Certifications**

Completed 6 of 8 CPCU courses

University of West Indies -Mona -Jamaica

Bachelor of Art (HONS) – English Literature – Political Philosophy

**Professional Experience**

**Sapiens Decision**

**2022 - 2023**

**Sales Account Executive**

* Sales of No -Code solution for decision modeling and business rules decision management to Banking, Insurance and Mortgage Industry.
* Was able to rapidly learn the product and articulate the benefits to a significant number of Insurance companies who were just beginning to consider decision management and automation for their claims and underwriting processes.
* Through a combination of cold calling and leveraging previous relationships was able to create several viable opportunities.

**Nano Dimension**

**2021 - 2022**

**Business Development and Sales Executive**

* In this role I was able to rapidly adapt, create and facilitate opportunities for an innovative new technology providing 3-dimensional electronic circuit boards for Aerospace, Military Defense and Academia.
* In the second month, I was promoted from business development to Services Sales Executive where I was able to resurrect create and close several opportunities.

**Werdamouth INC**

**2018 - 2021**

**Startup Founder**

* We were able to create, iterate and launch an innovative product that was able to acquire over 2000 active users and gain recognition for innovation and value by users as well as TechCrunch, Miami Emerge, Y combinator and Idea center.

**Verisk Analytics**

**2012 - 2018**

**Regional Account Executive**

Sales of Rating Software Solutions, Actuarial Data, Underwriting Claims and Analytic solutions to state and regional insurance carriers in the Southeast

* Achieved “Presidents Club” 3 of 5 years and “Circle of Excellence” 2 of 5
* Closed opportunities with 20 new logo carriers.
* Increase participation requirements for companies by over 100 percent exceed target new business goals.
* Averaging 2 million annual new business goals and created new opportunities by repurposing dormant products for new utility to alternative markets.
* Closing 4 opportunities over 1 million contract value.

**ISO INC- Verisk Insurance Solutions**

**2007 - 2012**

**Inside Sales Representative**

* Met and exceeded sales goals consistently by qualifying leads, generating relationships, and closing on average 250 thousand in new business goals.
* An original member of the first “Alternative Markets Team” that targeted launched and sold over 2 million ARR in services to companies that had not previously been targeted by Sales.
* Increased usage expanded services and elevated retention for responsible territory.