

# Ryan C Morrissey

## Cloud Technology Enthusiast

Accomplished sales consulting executive with nearly **10 years** of experience in driving adoption of **cloud computing solutions**, establishing sales methodologies and GTM strategies, and driving new business sales. Creative and detail-oriented, I am proficient at building collaborative teams and motivating young professionals in a fast paced environment. Looking to leverage my skills in the **software technology** space.

## Experience

08/2013 - Present

### Senior Manager, Solution Consulting

NetSuite, *acquired by Oracle* - Denver, CO

- Grew solution consulting team by 350%, from 3 to 11 resources in 3 years
- Managed sales support to over 30 account executives across four regional managers
- Created and presented vertical sales enablement materials at Sales Bootcamp
- Developed new micro-vertical product offering based on leading practices
- Designed and rolled out automated internal SC request process and management reporting
- Launched new NetSuite SRP product with CEO to 6,000 attendees at annual user conference

08/2012 - 08/2013

### Team Lead, Solution Consulting

NetSuite, *acquired by Oracle* - Boston, MA

- Closed largest OpenAir deal in company history encompassing 15,000 end users
- Managed team of three resources while also performing individual contributor role
- Hired to plan, including an individual with key competitive industry knowledge
- Qualified for 2013 NetSuite Sales Club (top individual performers)

11/2009 - 08/2012

### Solution Consultant

NetSuite, *acquired by Oracle* - Boston, MA

- Named 2010 and 2011 Regional Solution Consultant of the Year (highest revenue)
- Participated in over 200 new business sales presentations on-site and remote
- Built and maintained demonstration datasets to improve presentation effectiveness
- Qualified for 2010, 2011, 2012 NetSuite Sales Clubs (top individual performers)

08/2008 - 11/2009

### Customer Success Associate

OpenAir, *acquired by NetSuite* - Boston, MA

- Supported clients on integrations to Salesforce, QuickBooks, NetSuite, and Microsoft Project
- Selected to run a two week systems integration project for an enterprise client
- Managed the transition to a new VoIP phone system

## Education

05/2008

### Bachelor of Arts, Boston College

English Literature, Economics - Chestnut Hill, MA

## Interests

Fly fishing • Skiing • Hiking • Rock climbing • Open-source software

## Personal Info

Denver, CO USA  
1-857-225-1098  
ryan.c.morrissey@gmail.com

### Links

ryancmorrissey.com/  
/in/ryancmorrissey/

## Competencies

Leadership  
Communication  
Teamwork  
Creativity  
Detail-oriented

## Skills

### JavaScript

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Intermediate / 6 yrs

### Python

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Intermediate / 6 yrs

### SQL

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Novice / 4 yrs

## Software

### NetSuite

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Expert / 9 yrs

### OpenAir

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Master / 10 yrs

### Salesforce

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Novice / 2 yrs