

Ryan Hemphill

NETAPP CLIENT EXECUTIVE

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Scottsdale, AZ 85258

Versatile and results-driven sales leader with over a decade of experience in the tech industry, specializing in driving revenue growth, maximizing sales operations, and fostering significant key account relationships. Adept at navigating the complexities of technical sales and business development, with a proven track record of building lucrative sales pipelines and enhancing client engagement through strategic planning and innovative marketing initiatives. Seeking to leverage deep technical expertise and a dynamic skill set in a Client Executive role with NetApp.

SKILLS

- Key account growth
- Sales Presentations
- Deal Closing
- CRM software proficiency
- Strategic Planner
- Collaborative Team Leader
- Pipeline Management
- Influencing skills

EXPERIENCE

DIRECTOR OF BUSINESS DEVELOPMENT

APB360

Remote

November 2023 - Present

- Strategically developed a robust \$300k sales pipeline within six months, representing a 40% year-over-year growth for APB360, through targeted customer engagement strategies and effective management of email campaigns and trade show participation
- Successfully managed multiple projects simultaneously while meeting tight deadlines .

CONSTRUCTION MANAGER

Jet Construction

Denver, CO

June 2023 - October 2023

- Managed and oversaw the install crew of 6 in all aspects of cabinetry, labor and installation.
- This included: field measurements, logistics from site to units, assembly and quality control.
- Communicated with both site superintendent and owners on weekly progress along with walk through for project sign off.
- Responsible for coordinating with other trades for on target completion.
- Monitored the progress of installations, identifying and resolving any issues that arose.

GOOGLE ADS CONSULTANT

TTEC a Google Partner

Tempe, US

November 2022 - March 2023

- Provided expert consulting and optimization services to existing Google Ads clients over a 6-9 month period, with the primary goal of enhancing ad rankings and increasing visibility among targeted search audiences actively seeking products or services aligned with the client's offerings.
- Developed successful solutions tailored to clients' specific needs.
- Identified areas for improvement within existing processes and systems through extensive analysis of data sets.

SENIOR TECHNICAL SALES ENGINEER**Remote**

Hitachi Vantara (formerly Hitachi Data Systems)

January 2019 - August 2022

- Experienced Sales Professional specializing in designing, promoting, and selling Hitachi Vantara's enterprise-grade data storage solutions.
- Proven track record of success in driving revenue and building strong relationships with key accounts, including Bank of Oklahoma, Abbott Labs, Ascension Healthcare, and Charles Schwab
- Collaborated closely with Hitachi Partners including Arrow, CDW, and Sirius to deliver tailored solutions that meet customer needs
- Deep expertise in Migration, HNAS, HCP, HCPCS, HCP Anywhere, and HCSF (WEKA IO)
- Designed and Implemented client solutions that were sticky and allowed maximum future revenue opportunities.
- Played a pivotal role in implementing and deploying WEKA IO Filesystems for Hitachi customers.

PROFESSIONAL TECHNICAL CONSULTANT**Remote**

Hitachi Data Systems

January 2015 - January 2019

- I have a proven track record of success in driving revenue and building strong relationships with key accounts
- Designed and consulted on projects involving Hitachi NAS (HNAS) and Hitachi Content Platform (HCP), including customer design sessions, deploying NFS and CIFS shares, and delivering design documents
- Led data migration projects from competitive storage solutions to the Hitachi NAS Platform
- Collaborated closely with Hitachi Partners like Arrow, CDW, and Sirius to deliver tailored solutions that meet customer needs
- Deep expertise in HNAS, HCP, HCPCS, HCP Anywhere, HCP Anywhere Edge, and HCSF (WEKA)
- Played a pivotal role in implementing and deploying WEKA Filesystems for Hitachi customers.

ISILON SALES ENGINEER**Scottsdale, US**

DELL-EMC

January 2013 - January 2015

- Experienced Sales Professional specializing in driving new opportunities for enterprise clients leveraging Isilon scale-out NAS architecture in Phoenix, AZ, and Las Vegas
- Successfully increased Isilon's footprint by directly interfacing with customers and partners, including Evotek, Cstor, Insight, and EPlus.
- American Express, Charles Schwab and ASU were two of my primary accounts in Phoenix AZ.
- Conducted ongoing technical roadmap sessions to educate customers and partners on Isilon's capabilities
- Hosted successful Isilon / Partner days to promote Isilon solutions in Las Vegas and Phoenix.
- Negotiated with clients to reach agreements on pricing, delivery schedules and other details of contracts.

PROFESSIONAL SERVICES CONSULTANT**Phoenix, US**

NetApp

January 2010 - January 2013

- I specialized in NetApp storage architecture, management, and deployments for enterprise applications using NetApp hardware and software products
- Possess deep expertise in all major network ethernet and fiber switch brands
- Committed to driving technological advancements and fostering continued growth for NetApp in both existing and new accounts.
- Assessed risk factors associated with proposed changes prior to implementation; developing mitigation strategies that minimized potential disruptions or delays.

EDUCATION

**NATIONAL HIGHER DIPLOMA IN MARKETING AND SALES
MANAGEMENT (PARTIAL)***Dec 1994*

HIGHER EDUCATION CERTIFICATION

Treverton College

Dec 1989

CERTIFICATIONS

- Network+
- Hitachi NAS
- Windows MCSE
- Google Ads Video
- Google Ads Display
- IBM Machine Learning
- Netapp
- Isilon
- VMWare
- Google Ads Search
- Google Ads Shopping

WEBSITE, PORTFOLIO AND PROFILES

<http://www.linkedin.com/in/ryanhemphill69>

REFERENCES

References available upon request

LANGUAGES

- **Afrikaans**
Fluent

ADDITIONAL INFORMATION

Please see my dynamic and up to date resume site here:
<https://resume.ryanhemphill.info>