



RYAN PRIDDY

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ABOUT ME

Accomplished, results-driven Technical Solutions Engineer with 8+ years of experience in the healthcare sector and a proven talent for bridging the gap between complex technologies and customer needs. Dedicated leader skilled at solving challenging business and technical problems, identifying novel product applications and enhancements, and guiding the full sales cycle from initial contact through post-sales technical support. Communicate easily with people of all ages and backgrounds, using strong interpersonal skills to build lasting relationships; excel at translating product knowledge and scientific data into targeted selling points for technical and non-technical audiences. Thrive in dynamic, customer-focused environments both independently and as part of a team, bringing a positive, “can-do” attitude to all roles and responsibilities.

EXPERIENCE

Technical Sales and Solutions Engineer, SAES Getters, June 2023 – Present

- Hired to manage a \$2.8M portfolio of existing customers, including providing ongoing product and technical support; quickly acquired 29 new customers and sold 19 new product lines to existing customers.
- Champion strategic sales efforts, leveraging industry knowledge and technical expertise to drive a projected annual revenue increase of 18% for 2025 portfolio; on track to achieve additional revenue by year end.
- Communicate proactively with a diverse and discerning customer base to build rapport, identify needs and pain points, and create targeted value propositions that gain buy-in and maximize product value.
- Deliver detailed scientific presentations on various product lines in both small and large group settings; anticipate questions and distill complex technical information into easy-to-understand terms.
- Build rapport with customers, translating needs and pain points into targeted propositions that maximize product value and relevance; coordinate with purchasers and internal engineering teams to provide best-fit products.
- Collaborate cross-functionally to streamline sales operations and optimize customer experience; solicit customer feedback to improve processes and guide future product development.

Embedded Software Engineer, Al Borno Neuroscience Lab, September 2022 – June 2023

- Served as lead student engineer in developing research devices for treatment of Parkinson’s patients; responsible for the design and programming of vibrotactile glove models for clinical trials.

Physician Liaison, United Vein and Vascular Centers, March 2021 – September 2022

- Excelled as B2B representative for assigned vascular surgeon, Dr. Amanda Parker; delivered engaging and informative presentations on Dr. Parker’s scope of practice to local physicians’ offices.
- Built cooperative relationships with physicians and other local medical personnel; recognized as one of the Top 5 Performing Physician Liaisons Nationwide from June 2021 – March 2022.

Diagnostic Imaging Specialist, Touchstone Medical Imaging, August 2018 – March 2021

- Promoted the center’s modalities via routine B2B calls to medical offices within assigned territory, applying strong interpersonal and persuasive skills to build robust relationships and generate sales and revenue.
- Achieved the second highest sales in the company out of 70+ representatives in August 2019, November 2019, and January 2020; received the Blue Star Sales Award in 2019 for exceeding yearly sales goals.

Medical Supervisor, BPL Plasma, June 2017 – August 2018

- Functioned as onsite EMT to ensure donor safety and to respond to any emergencies throughout facility; greeted customers and coached junior team members in proper medical response.

EDUCATION

University of Colorado, May 2023

Bachelor of Computer Science with Highest Honors

Summa Cum Laude

GPA: 3.93

Colorado State University, May 2017

Bachelor of Biomedical Sciences with Honors

Presidential Scholarship and Honors Scholarship Recipient

GPA: 3.67

AWARDS AND HONORS

- Top 5 Performing Physician Liaisons Nationwide, United Vein and Vascular Centers, June 2021 – March 2022
- Blue Star Sales Award, Touchstone Medical Imaging, June 2020
- Eagle Scout, Boy Scouts of America, February 2013

ADDITIONAL INFORMATION

Technical Proficiencies: Windows, Microsoft Office Suite, Network communication, servers, routers, wireless LAN, SAP, Visual Basic, Java, Python, MASM, SQL, Slack, Salesforce

Interests: Triathlons, Ultramarathons, Martial Arts, Cooking, Home Renovation & DIY