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Ryan Harris

- Objective To secure a position with a well established organization with a stable environment that will lead to a lasting relationship.
- Experience 08/2007 – Current Swisher International, Inc. Tyler, TX
Territory Manager
- Manage sales and operational functions in 12 counties including Anderson, Collin, Dallas, Gregg, Harrison, Henderson, Kuafman, & Smith
 - Effectively manage accounts with clients & wholesalers
 - Develop & maintain relationships with business owners and managers that helps materialize brand loyalty
 - Currently manage over twelve hundred client accounts
 - Use call-book laptop to manage daily activities, plan routes, and submit detailed daily and weekly reports
 - Purchase, manage, exchange, return, & sell cigar and smokeless products
 - Install display racks, promotional advertisements
 - Run merchandising programs, sales & promotional events to ensure competitive pricing for all brands within markets
 - Prepare weekly sales reports
 - Account for all car-stock product, outstanding wholesale bills & promotional spend accounts
 - Prepare executive level Word & Excel presentations for managers and Texas zone
 - Initiate and implement sales, call coverage & informational/sampling event strategies and goals
- 08/2006 – 08/2008 Old School Vintage Tyler, TX
Owner, Buyer, Graphic & Clothing Designer
- Wrote and implemented business plan
 - Managed accounts with clients and dealers
 - Managed and handled day-to-day operations
 - Managed financial coordination
 - Managed all public relations
 - Creative graphic, promotional & clothing design
 - Design and maintenance of web site, advertising
 - Retail/Business Systems Management

10/2006 – 10/2007 Influence Magazine Tyler, TX
Freelance Writer

- Music Journalist
- Conducted interviews
- Fast-paced environment with strict deadlines
- Creative control of material

01/2006 – Current RDH Web Development Tyler, TX
Freelance Web Developer

- Creative graphic and web design
- Web site maintenance
- Meeting client deadlines

09/2005 – 07/2007 Donaldson Consulting Tyler, TX
Web Development, Computer Support and Repair

- Customer Service
- Sales
- Creative web design and maintenance
- Web site creation, design, & repair
- Internet technical support
- Physical computer system repairs – software, hardware installations
- Network system maintenance
- Virus detection/removal services

12/1999 – 08/2003 Ballistic Action Net Tyler, TX
Technical Support, Customer Assistance, Evening Manager

- Technical support for PC and Mac users
- Internet technical support
- Physical computer system repairs – software, hardware installations
- Network system maintenance
- Customer services – handled all forms of payment
- Web Site Maintenance – updating, designing
- Evening manager – closing duties, key holder, managed two employees

Education

2005 - 2008 University of Texas at Tyler Tyler, TX
▪ 3 credits short of B.B.A., Business Management
▪ Will complete as soon as time permits

2003 - 2004 University of North Texas Denton, TX
▪ Member of the Insurance Club

1999 - 2003 Tyler Junior College Tyler, TX
▪ Associate Degree, General Studies

Skills

Sales, Microsoft Works, Word, Excel, PowerPoint, Access, JavaScript, HTML, PHP, DHTML, XML, CSS, Search Engine Optimization, Adobe Dreamweaver, Adobe Photoshop, Adobe Illustrator, Corel software, Sony Audio software, hardware and software installation, PC repair, Virus detection and removal, Internet securities, graphic design, point of sale software