

RAY RAMAGE

SALES LEADER

417.214.9773 • fflray@hotmail.com • <http://rayramage.workfolio.com/> • www.linkedin.com/in/ray-ramage/

**Account Management | Business Development | Sales | Competitive Analysis
Market Share Growth | Strategic Planning | Product Marketing
Program Management | C-Level Relationship Management | Branding
Sales Training | Growth Strategies | Territory Management | Global Sales**

Dedicated Sales Professional with extensive experience in business development and organizational growth. Skilled at leading and mentoring sales teams through daily operations, ensuring development of key business opportunities along with managing client accounts to achieve short- and long-term business goals. Recognized for tenacity and commitment to professional growth and development. Excel at...

- Sourcing, landing, managing, and closing key accounts
- Transitioning to new industries and successfully building and managing territories
- Mentoring, training, and developing top-performing sales teams
- Managing multiple projects while fostering a cohesive team environment

Education: Bachelor of Science, Computer Information Systems, Southwest Missouri State University

Soft skills: Adept at interpersonal skills, building trust, and promoting harmonious business relations.

Work History

Owner

Agape Business Ventures, LLC
September 2017 – Present

Company designed to provide consultative services in establishing businesses, handing over organizational leadership once established as viable income sources.

GARD SPECIALISTS- Provide industrial product solutions for new clients in Southwest Missouri through product demonstration and sales discussions with business owners.

PATRICE & ASSOCIATES FRANCHISE- Specialty recruiting services for the Restaurant and Hospitality industries. Signed 3 clients within the first 60 days of establishing the business.

NEX MEDICAL SOLUTIONS- Sold NMS 100 medical devices to private practices as a way of providing improved patient outcomes by providing early diagnosis of vascular and neurological diseases.

Specialty Sales Consultant

Endo Pharmaceuticals
June 2006 – January 2017

Managed the Springfield, MO and Topeka, KS territories; accountable for goal attainment and driving market share; established independent and team-driven targets; ensured individual, regional and corporate goals were achieved. Mentored Sales Representatives and monitored reporting and action plans to support professional development and performance improvement.

- **Developed a 4-week training class on analytics** to help sales representatives better understand their markets and identify opportunities with providers.
- **2012 Summit Award Winner.** Finishing 27 out of 350 Representatives.

District Manager
GlaxoSmithKline/PDI
January 2006 – June 2006

Promoted to oversee district operations for the Little Rock District. Managed a sales team of 12 representing GlaxoSmithKline products; managed complete sales cycle.

- **Led successful team member recruitment and development**, with 100% of team members meeting or exceeding sales activity goals.
- **Ranked #1 District in obtaining Market Share Growth** (out of 47 districts nationwide).

Pharmaceutical Sales Representative
GlaxoSmithKline/PDI
June 2003 – January 2006

Managed sales and account maintenance activities in Joplin, MO territory, representing GlaxoSmithKline products. Built solid relationships with office support staff, target physicians and health care professionals based on integrity, utilizing excellent interpersonal skills.

- **Served as a mentor** to new and experienced sales professionals within the district.
- **Recognized for superior leadership potential.** Selected as 1 of 30 employees nationwide to attend PDI Manager Training Program.
- **Succeeded in meeting overall goals for territory** by developing and implementing a territory routing plan.

District Sales Manager
Midwestern Telephone Company, Inc.
April 2002 – May 2003

Managed 250-300 accounts in small, medium, and large-sized companies within a 4-state region. Oversaw all phases of service from initiation to product installation.

- **Achieved \$275,000 sales in one month.** Transitioned to a new industry during a poor economic environment. Met with customers to better understand their needs and developed a sales strategy that focused on the value of the company's product and service offerings.

Earlier:

Program/Project/Resource Manager- Worldspan, 1997 –2001. Managed 80+ employees in two states. As Program Manager, served vendor product needs to reservation systems in the Airlines, Car Rental, Hotel, and Travel industries. Fostered a cohesive team environment and facilitated strategic and informational meetings. Trained new Project Managers.

Programmer/Lead Programmer - Worldspan, 1989-1997. Designed and developed software based on specifications for internal and external customers.

Honors and Awards:

✓ Summit Award Winner, 2012 ✓ #1 District Representative, March 2012, September 2010 ✓ Sales Achievement Award for 100% Goal Attainment on 3 Products, 2009 ✓ Above the Line Award, 2009 ✓ Outstanding Sales Performance All Products, 2007 ✓ Opana ER Market Share Award, 2007 ✓ Opana ER Launch Award 2006