



RYAN PARTRIDGE
SALES, MARKETING, AND
MANAGEMENT PROFESSIONAL

Objective

Seeking to execute on McKesson's vision of improving care in every setting.

Education

**CALIFORNIA STATE UNIVERSITY
LONG BEACH**
MASS COMMUNICATIONS AND
MARKETING

Vitals

T 713-534-4333

E Ryan.Partridge@mckesson.com

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A leader is not necessarily the one who does the greatest things. He is the one that gets the people around him to do the greatest things. I contribute strong communication skills, business acumen, and creativity to my everyday success. I have earned the opportunity to take on new challenges in a short amount of time while sharpening my skills within the sales and marketing mix. When I made the change from sales to leadership, I found my passion. My passion is helping people and business grow, and that has been the main contributor in earning success throughout my sales and leadership career. I greatly enjoy my role at McKesson and am excited to grow my career within Extended Care. The Field VP of Corporate Accounts HME role allows me to further use my sales and leadership skills to develop and promote talent at McKesson while creating long lasting relationships of impact for MMS. I am excited to show why my experience in sales across the country, leadership of diverse sales teams, and specific HME expertise makes me the right candidate for the open position of Field VP Corporate Accounts HME.

Ryan Partridge

Objective:

To continue challenging myself in a leadership role where I can utilize my previous educational and career experiences to encourage professional and personal growth in myself and others at McKesson.

Education: 2013

California State University Long Beach

Long Beach, CA

Bachelors in communication studies with a minor in Marketing

2019-Present

McKesson Medical Surgical

Southwest

Areas Sales Manager- HME Southwest Region

2016-2019

Jackson Family Wines

Gulf Region

Regional Sales Manager – Gulf Region

- Engage wholesale partner with pricing, promotion, and local programming
- Manage and forecast inventory run rates, sales analytics, marketing, and advertising execution
- Build strong, long-lasting partnerships with wholesale partner and key national accounts in dedicated region
- Introduce new brands, and product line extensions into statewide markets managing all stages of the sales and marketing mix
- Launch, maintain, and increase execution on national programming with retail, hotel, and restaurant partners
- Educate, train, and inspire ON and OFF premise sales specialists
- Total market sales revenue is \$22,800,000
- Increased Gulf region share of national business from 11% to 15% in one year.
- Total portfolio growth of +22% in FY19.

2013-2016

Regal Wine Company

Southern California

Regional Manager- Southern California 2015-2016

- Lead 5 districts: Los Angeles, Orange County, Inland Empire, San Diego, and Tri-Counties
- Hired, coached, trained, and mentored, 5 District Managers, and 60 sales associates
- Increased market share of core wineries while successfully launching new brands and product line extensions
- Built and maintained key relationships with industry decision makers
- Successfully increased cases sold and revenue growth during all four quarters in FY16.
 - Total Depletions: 547,634 cases (+42,832 cases over previous year) +8% in total cases
 - Total Revenue: \$55,171,746 (+\$4,664,372 over LY) +9% in total revenue

District Manager- San Diego 2014-2015

- Recruited and trained successful sales representatives while cultivating future leaders for Regal Wine Company
- Executed district wide programs to increase sales and revenue for the Southern California Region
- Two-time winner of District Manager of the quarter
- Awarded Jackson Family Wines District Manager of the quarter
- Cultivated best team in the state in largest cases floored, cold box percentages, and survey performance
 - Average of 5,000 cases displayed for total fiscal year. +10% over previous year

Royal Account Sales Executive 2013-2014

- Managed 50 accounts while increasing the largest cases displayed and average dollar per case from previous year
- Won numerous incentives, sales blitzes, and top performer awards
- Won major sales awards for top performance at year end companywide meeting
- Exceeded KPI's within my territory while maintaining 100% bonus execution.

Proficiency in:

- Microsoft Excel, Word, PowerPoint, OneNote, OneDrive, and Outlook. TEAMS
- Sales analytics software and CRM: PowerBi, SFDC, Tableau
- Virtual Communications- Web based conference calls, workplace, and social media