

## Ryan M. Landry

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### Professional Summary

*My Why:* To be the best version of myself to inspire growth at the highest possible level for those around me.

I believe a top performing executive needs to always think big, have relentless passion with a clear vision and specific plan. They must be able to execute, hire top talent, possess confidence and take calculated risk. It all comes down to focus and discipline. I measure everything and have a coach. Don't forget, we must celebrate victories, have a stable home life, take care of ourselves, and never give up.

**Skills** – able to provide most recent 360 Analysis as well as Predictive Index Assessment

Instills Trust	Thinks Creatively
Works Efficiently	Facilitates Team Success
Works Competently	Listens to Others
Motivates Successfully	Provides Direction
Seeks Improvement	Builds Personal Relationships
Takes Action	Communicates Effectively
Displays Commitment	Processes Information
Achieves Results	Adjusts to Circumstances
Cultivates Individual Talents	Delegates Responsibility

### Work History

*President, 2017 to Current*

New Horizons Learning Group – Orange County, California

For over a decade, I've been providing learning solutions to companies helping them improve their businesses by making the most out of their software and human capital investments. Being part of the largest independent IT training company in the world, has given me the ability to deliver effective, accessible and personalized solutions to our customers.

*Vice President of Sales & General Manager, 2014 to 2017*

New Horizons Learning Group – Orange County, California

Supervised a sales force of 65 sales associates and managers. Responsible for 25% growth annually in all markets. Developed quarterly and annual sales department budgets and forecasts. Built a comprehensive training program for new and current sales associates. Regularly interfaced with our top tier clients, partners, and new prospects.

*Vice President Business Development, 2014 to Current*

Alamom Consulting, Inc. – San Diego, California

Started up partner company of safety and security solutions. Helping organizations protect their most valuable assets.

*Sales Manager, 2011 to 2014*

New Horizons Learning Group – Orange County, California

Implemented an enterprise and account development specialist selling strategy system.

*Senior Account Executive, 2009 to 2011*

New Horizons Learning Group – Orange County, California

3+ years with successful direct sales experience in technology and training

*Inside Sales Representative, 2007 to 2008*

New Horizons Learning Group – Orange County, California

*Administrative Assistant, 2005-2006*

Criminal Defense Attorneys of Southern California

*Owner, 2017 - Current*

Rescue Vineyards

*Owner, 2018 – Current*

Maxton Real Estate

### **Education**

Bachelor of Arts: Business Economics, Finance and Entrepreneurship

Chapman University - Orange, CA

Entrepreneurial Masters Program (Formerly Birthing of Giants and Gathering of Titans) - EO:

Massachusetts Institute of Technology - Boston, MA

CEO Academy – Columbia Business School, New York, NY

### **Communities**

Young Presidents Organization - Pacific

Entrepreneurs' Organization - San Diego

San Diego Food Bank Leadership Council and Corporate Committee

Habitat for Humanity

Special Olympics

NH Saturday