

# RYLAN LACKEY

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## Pharmaceutical Sales Specialist

### ***Professional Summary***

Motivated and persuasive sales professional with a foundation in finance and economics, transitioning into pharmaceutical sales. Skilled at relationship-building, needs analysis, and data-driven communication. Strong background in client acquisition, presentation delivery, and territory management with a focus on exceeding performance metrics.

### ***Experience***

#### **Sales Representative — JG Graphics**

Developed and maintained B2B relationships, consistently exceeding monthly sales goals. Delivered client-focused presentations, negotiated contracts, and strengthened repeat business through consultative selling.

#### **Financial Representative Intern — Northwestern Mutual**

Built long-term client relationships and delivered personalized solutions integrating insurance and investment strategies. Gained experience in prospecting, needs analysis, and compliance management.

#### **Founder — Wolf Pack Auto Fair (UNR & TMCC Concept)**

Developed and launched a university-based auto marketplace, overseeing marketing, operations, and partnerships with campus leadership. Applied data analysis and sales strategies to improve event participation and engagement.

### ***Education***

B.A. Finance & Economics, University of Nevada, Reno (Expected 2027) — 3.5 GPA

### ***Skills***

• Relationship Management • Territory Development • Communication & Negotiation • CRM & Pipeline Tracking • Market Analysis • Presentation Delivery • Sales Forecasting