Ryan Zach

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Professional Experience

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ezCater – *Senior Account Executive* *2019 – 2026*

- Top 10% of a 20 rep outbound team; averaged 21-30 onboardings/month vs an 18 target (117-167% to goal), best month 37. Focused on one call closes (to cold outbound leads)
- Prospected 70+ businesses daily, and full cycle to signed activation
- Promoted from Customer Specialty Services to AE to SAE

Premier Lending – *VP Business Development* *2017 – 2018*

- Recruited and onboarded 4 producing loan officers, driving a 20% increase in banks annual origination amount
- Built a full cycle recruiting pipeline; sourcing, pitching, negotiating, and closing offers with already-producing originators

Prospect Mortgage – *Licensed Loan Officer* *2015 – 2017*

- High-trust, regulated, long-cycle sales with average loan amount of $699,000
- Originated $10-15M in residential loan volume annually under a Scotsman Guide Top 75 nationally-ranked producer, adding 12% to teams annual production
- Built and managed a pipeline of 100+ active borrower relationships, driving a 75% “pre-qualified-to-close” ratio
- Consultatively sold across loan products to match client needs and maximize close rate

ADT – *Sales Rep* *2013 – 2015*

- Consistently exceeded quota by 25%
- Promoted to team lead; increased team close rate by 10% through coaching/assisting in field and on phones

Relevant Education

The Serial Sales Community – *Remote Sales Community* *2026 – Present*
Trained in contracted sales for online businesses: offer vetting, commission structures, remote call workflows, and closing
CloseSales.AI – *Remote Sales Coaching and Education*
Learned the exact sales framework that Austin Medlin used to become the highest paid closer in High Ticket Sales (Rapport, Frame, Pain, Discovery, Pitch)

Other Interests

Boating, Fitness, Real Estate, AI