Ronald Fisher III

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SKILLS

- Product Presentations
- Cloud and Servers
- Client Relationships
- Cyber Security
- Problem Solving
- Microsoft Office
- Salesforce
- Jira

CERTIFICATIONS

- IBM Power 10 Systems Foundational
- AWS Certified Cloud Practitioner
- Fortinet Certified Fundamentals in Cybersecurity

PROFESSIONAL EXPERIENCE

Technical Sales Specialist
IBM

Jul 2023 – Present
Dallas, TX

- Build strong client relationships and understand their technical needs to provide the most suitable IBM Power server
- Present at various tech conferences, gathering insights, taking inventory of existing clients, and creating value propositions for IBM Power Systems
- Communicate the value of IBM's products to executive clients within their existing structures and collaborate with cross-functional team members to create client solutions, demos, and configurations

Global Sales School
IBM

Jun 2023 – Jul 2023
Dallas, TX (Remote)

- Established an understanding of determining client business needs and demonstrating the technical values of IBM products through engaging demos
- Honed effective communication and collaboration styles to foster long-term partnerships
- Demonstrated the ability to negotiate IBM product deals in mock client calls

Varsity Assistant Lacrosse Coach
TMI Episcopal

Apr 2023 – May 2023
San Antonio, TX

- Analyzed historical records to build a strategic plan for the lacrosse team
- Implemented strategies over one-week iterations, continuously focusing on change management as the team elevated divisions
- Motivated the defensive team through adversity while progressing beyond playoff standing predictions, leading the defensive unit to the state championship game after upsetting the 2nd and 3rd seeds

Software Engineer Intern
Meta

May 2021 – Aug 2021
Ann Arbor, MI (Remote)

- Developed a tool for Facebook Stories' engineers that converted scattered nodes from a codebase into a visual hierarchical decision tree with one click
- Delivered solutions in an agile environment while utilizing internal documentation and online resources to solve complex problems
- Reviewed code and conducted testing for features including data retrieval, user interface, and user experience

EDUCATION

Bachelor of Science in Computer Engineering
University of Michigan

Sep 2018 – Aug 2022
Ann Arbor, MI

Dean's Honor List & University Honors Recipient, National Society of Black Engineers, Division I Men's Lacrosse