

Evan Fraser Ruiz

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EDUCATION	University of British Columbia, Vancouver, Canada Faculty of Arts, Interdisciplinary Studies <ul style="list-style-type: none"><i>Behavioral Marketing and Sales in a Global Environment</i>	Expected May 2021
WORK EXPERIENCE	Okta, San Francisco, CA <u>BDR Intern</u> <ul style="list-style-type: none"><i>Generate pipeline for Corporate West SDR Team</i><i>Use prospecting tools to bring in new partner opportunities</i><i>Analyze prospect data and provide insight to help SDR team</i>	August 2020 - Present
	DocuSign, Seattle, WA <u>Sales Intern</u> <ul style="list-style-type: none"><i>Worked towards a quota and attained 100% of my number</i><i>Generated lead flow through cold calling efforts and email campaign outreach</i><i>Discerned potential for purchase and scheduled appointments for Sales Account Executives to pursue</i><i>Recorded prospect information in CRM data base; Salesforce</i>	May 2020- Aug- 2020
	NBC Sports Bay Area and California, San Francisco, CA <u>Marketing and PR Intern</u> <ul style="list-style-type: none"><i>Participated in and helped organized all promotions and events</i><i>Assisted in the coordination of an event with over 100 guests, with the goal to support women in sports while push brand awareness</i><i>Assembled material for content creation and social recapping</i>	Jun 2019 – Aug 2019
	Guayaki Sustainable Rainforest Products, Inc., Sebastapol, CA <u>Campus Ambassador, University of British Columbia</u> <ul style="list-style-type: none"><i>Orchestrated distribution of Guayaki products, promote the sustainable business model, and support their efforts towards forest regeneration.</i><i>Hosted PR booths at campus events</i>	Jan 2019 – Apr 2019
	Alliance of Chief Executives, Walnut Creek, CA <u>Member Development Intern</u> <ul style="list-style-type: none"><i>Researched and identified candidates for membership in business leaders' community using advanced searches in LinkedIn and LinkedIn Sales Navigator, Google alerts and various business news sources.</i>	May 2017 – Aug 2018
ACTIVITIES	Rugby team, University of British Columbia Kappa Sigma Fraternity, VP, University of British Columbia Passion to Purpose, Duke of Edenborough, Alumni Junior Olympic team, Academy Water Polo Club	Sept 2017 – Sept 2019 Dec 2017 – Present Jul 2019 – Jul 2019 Summer 2016