

**Print**

**Commission Application Form - Submission #4467**

---

**Date Submitted: 1/16/2021**



**Commission Application Form**

Please complete and submit the online form below. You will be able to print a copy of the completed form when it is submitted.

**Application deadline is Friday, January 29, 2021.**

**Commission Information**

[Notice of Commission Vacancies](#)

For additional information regarding each commission and the number of available vacancies, view the Notice of Commission Vacancies via the above link.

**City Council Interview Dates**

Applicants must be available to interview with the City Council between 5-7pm on one of the following dates:

- Monday, February 8
- Monday, February 22

**Commission Desired\***

Planning Commission ▼

**Alternate Commission Choice-Optional\***

Park & Recreation Commission ▼

**If Park & Recreation Commission, select Adult or Youth\***

Adult  Youth (Ages 16-18)

**Name\***

Ryan Soller //

**Home Address\***

[Redacted Address] //

**City\***

Chanhassen ▼

(for mailing address)

**Zip Code\***

55317 ▼

(for mailing address)

**Preferred Contact Phone\***

[Redacted]

**Alternate Contact Phone**

XXX-XXX-XXXX

If no alternate phone, enter "none"

**Email\***

[Redacted]

**Number of years lived in Chanhassen\***

3.5

**Highest level of education attained, plus degrees, if any\***

Master of Business Administration - Strategic Management, Medical Industry Leadership \*  
Bachelor of Arts - Political Science, History

**Employment History (position, employer & brief description of duties)\***

\*Account Management Leader, MatrixCare, Lead a team of account managers while also managing a portfolio of key accounts.  
\*Senior Account Executive, Manage top accounts for the business and grow revenue. Help the nation's largest senior care providers solve challenges in modern healthcare with technology.  
\*Account Manager, Work with small to medium senior care providers to adopt technology. Grow revenue and increase satisfaction.  
\*Account Specialist (Customer Success Manager), Work with small to medium senior care providers to be successful with EHR and financial software solutions

**Attach resume (if desired)**

Ryan Soller- Resume - Chanhassen.pdf

**Reasons for seeking this position\***

I am eager to serve the city of Chanhassen, which is a community my wife and I plan to raise our children in and remain in for a very long time. As I survey the explosive growth we have had over the past decade, it's clear that we will continue to approach a point where developable land is exhausted, and we must shift our mindset to be more redevelopment projects and the innovation of what we have already built, rather than continuing to expand. I have a mind for strategic, long-term planning and I would like to go to work for this commission and this city to help do the research and discuss the approaches we can take to embrace the future while ensuring that we continue to remember what Chanhassen's identity is, and not to compromise that. I am extremely willing to dedicate my time to making this city even better, now and for a long time to come.

**Specific qualifications for this position\***

Strategic Planning  
Researcher  
Team player and collaborator  
Data Mining and Analytics  
Communication, Persuasion and Negotiation  
Committed, dependable and strong with follow-through.  
Willing to engage and liaise with the community  
Focused on delivering outcomes.

**Are you currently serving on other Boards, Commissions, or Committees?\***

- Yes  
 No

**If yes, please list**

**Have you served on a Board, Commission, or Committee in the past?\***

- Yes  
 No

**If yes, please list**

I lived in a graduate student cooperative for five years while my wife was completing her doctorate at the University of MN with a population of 500 families. Here I served on the conciliation committee (addressing resident disputes) the finance committee and the board of directors.

**Please list organization memberships and positions held\***

n/a

**Please list areas of special interest\***

I am interested in working on projects with a long term impact  
I am interested in getting into detailed projects with zoning and development to learn more about how these processes work and contribute to our success  
Above all I'm interested in serving Chanhassen in the area best suited

**How did you hear about commission vacancies?\***

Select all that apply

- Chanhassen Connection Newsletter
- City Website
- Facebook
- Twitter
- Chanhassen Villager
- Other

# Ryan Soller

*Strategic and innovative professional, passionate about the development and proliferation of new technology to improve people's lives.*

## EMPLOYMENT

08.2020-Present

### **ACCOUNT MANAGEMENT LEAD** – MatrixCare by ResMed

- + Led a team of account managers owning 1,000+ clients and over \$60M in annual revenue
- + New product launch and commercialization leadership

06.2017– 08.2020

### **ENTERPRISE ACCOUNT EXECUTIVE** – MatrixCare

- + Number one sales achiever in the company (2019)
- + President's Club (2018, 2019)
- + Ownership of the company's top, strategic accounts
- + Brought siloed teams together through new collaboration meetings
- + Mentored two new reps, both achieving president's club their first full year
- + Led efforts for MatrixCare Gives, our charitable program for our clients

06.2015 – 06.2017

### **ACCOUNT MANAGER** – MatrixCare

- + Consistent top-five performer, winning successive President's Club awards
- + Owned a migration program for legacy software, growing revenue 600%+
- + Brought a heart for continuous improvement to rigid, low-value processes

02.2014 – 05.2015

### **ACCOUNT SPECIALIST, CUSTOMER SUCCESS** – MatrixCare

- + Owned accounts worth 18% of company revenue
- + Retained over 99% of total recurring (SaaS) revenue annually
- + Led client events with up to 60 in attendance in 12 national locations
- + Optimized events to grow revenue and pioneered a client-hosted model to eliminate rental expenses, thereby driving profitability for the business.
- + Facilitated a project that saw 275 employees spend a day in the life of a local customer, promoting new relationships and a client-centric culture.

08.2012 - 02.2014

### **FINANCIAL SOFTWARE ANALYST** – MatrixCare

- + Dedicated analyst for top-tier, national accounts
- + Designed and presented webinars attended by 40+ clients each
- + Strong understanding of revenue cycle management and EHR
- + Mentored new team members.

## SKILLS

---

**Leadership**  
**Strategic Account Planning**  
**Customer Success Mapping**  
**Digital Marketing**  
**Cross-Functional Collaboration**  
**Presentations**  
**Communication**  
**Negotiation**

**Continuous Improvement**  
**Event Planning**  
**CRM, Business Automation**  
**Analytics and Data**  
**Sales Execution, Closing Deals**  
**Business Development**  
**Strategic Alliances, Partnerships**  
**Healthcare Industry**

## EDUCATION

---

**MASTER OF BUSINESS ADMINISTRATION** – UMN, Carlson School of Management

*Strategic Management specialization*

*Medical Industry Leadership Institute (MILI) Affiliate*

*Medical Industry Valuation Lab*

*As a consultant team, produced market evaluation, product launch plan, financial analysis, and business recommendations for three local business ventures.*

*New Product Design, Business Development - Medtronic*

**BACHELOR OF ARTS** – Bethel University

*Summa Cum Laude*

## VOLUNTEER

---

**Como Student Community Cooperative, Minneapolis**

- + Board of Directors
- + Finance Committee
- + Conciliation Committee

**Ramsey County Historical Society, St. Paul**

- + Curatorial Intern

**St. Hubert's Catholic Church, Chanhassen**

- + Youth Ministry

**St. John the Baptist Catholic Church, New Brighton**

- + Youth Ministry

**Our Lady of the Prairie Catholic Church, Belle Plaine**

- + Youth Ministry

**Belle Plaine Schools**

- + MSHSL Speech Coach