
TYLER McCAIN

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PROFESSIONAL SUMMARY

Entrepreneurial worker with 7+ years of experience in B2B and Inbound sales. Extensive knowledge of maintaining accounts and inventory records with understanding of all product specifications. Detail-oriented with skill in streamlining sales procedures to increase revenue.

SKILLS

- Business development and planning
- Sales forecasting
- Goals and performance
- Data analysis
- Cold calling
- Territory management
- Staff management
- Sales strategy
- Service Agreements
- Network development
- Retention strategies

WORK HISTORY

Territory Sales Executive, 08/2019 to 04/2020

Employnet – Fremont, CA

- Enhanced success of advertising strategies by boosting engagement through social media and other digital marketing approaches
- Increased sales revenues for office branch by leveraging effective negotiating skills and closing deals
- Executed successful budget, talent and sales campaign development
- Developed strategic relationships with existing customers while conducting cold and warm calls with prospects
- Surpassed growth targets and revenue projections by coordinating and planning meetings with decision makers
- Controlled 5+ Business accounts at a time

Client Acquisition Specialist, 07/2016 to 07/2019

Capteeni llc – Fairfield, IA

- B2B sales through outbound calls/emails
- Set meetings for potential companies to come to U.S market Quality leads from marketing campaigns as sales opportunities
- Identify client needs and suggested products/services

- Communicated between CEO and Company President's to ensure smooth meetings
- Monitored social media and online sources for industry trends
- Created prospect rapport by approaching leads and cultivating strong business relationships through sales

Recruiter Coordinator, 01/2013 to 07/2017

Automatic Staffing – Sunnyvale, CA, CA.

- Automatic Staffing specializes in the recruitment of personnel for early stage startups through established companies
- Specialty is building teams from ground up
- Answer phones and direct to the appropriate person Day to day office duties Initiate background checks Prepare offer letters Maintain all documents required for compliance
- Reach out to potential candidates in regards to new job opportunities based on current contracts
- Maintained work structure by updating job requirements and job descriptions for all positions
- Troubleshoot and resolved problems with HR software to enhance production support and minimize downtime
- Reviewed job applications to identify, vet and recommend optimal candidates

Staffing Services Coordinator, 06/2014 to 05/2016

Servers On Demand – San Jose, CA

- Hired and Staffed catering events, private events and corporate kitchens such as Google, Apple and Levi's stadium
- Proactively sought new business clients and filled contracts for new events
- Outbound calls to potential clients while maintaining relationships with current vendors Supervised private events, and ensured a smooth work environment
- Collaborated with management to build and implement effective, modern employment policies
- Communicated with potential hires to provide clarity on expected tasks, compensation and policies
- Developed and facilitated all new-hire orientations

Catering/Lead Staffing Coordinator, 11/2013 to 05/2015

Tony's Catering – San Jose, CA

- Set up catered meals for Companies/Homes/Clients Directed corporate events Hired and staffed catering events
- Actively sought new clients through meetings and trade shows
- Maintained optimal staffing levels by tracking vacancies and initiating recruitment and interview processes to identify qualified candidates
- Developed succession plans and promotion paths for all staff

- Facilitated communication and coordination between employees and management
- Implemented new-hire program by incorporating training initiatives while resolving problems and processing related documents

Marketing Specialist, 05/2013 to 02/2015

New Level Marketing – San Jose, CA

- Kept track of inventory through Excel, Salesforce Business to business sales
- Mobile sales while reaching out to potential customers in high foot traffic areas Manage Online Inventory/sales
- Studied demographic data to determine optimal targets, competitor offerings and tactics for persuasion
- Managed full-cycle marketing and advertising strategies including estimating costs, managing resource allocation and adjusting production schedules to ensure success
- Developed campaigns and specific marketing strategies for clients

EDUCATION

High School Diploma

Fremont High School - Sunnyvale, CA

No Degree: Human Services

Iowa Wesleyan University - Mount Pleasant, IA