

**TYLER A. INGLEY**  
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## **HIGHLIGHTS**

- Proven ability to meet targeted quotas, grow territories and maximize sales opportunities
- Outstanding interpersonal skills with an ability to lead, motivate, and grow a sales team
- Ability to build strong, long lasting relationships with clients and provide exceptional customer service
- 10+ Years experience in selling Residential/Commercial Solar PPA, Lease, Financing and Battery Products ranging from \$10,000-\$2 Million in value
- Strong organization, decision-making, and problem-solving skills
- Ability to be highly adaptable in a fast-paced, dynamic organization
- Success in B2B and B2C Sales
- B2B Account Management Experience
- Proficient in MS Word, Excel, OneNote, and Salesforce,

## **EDUCATION**

California Lutheran University Thousand Oaks, CA **B.A. Marketing Communications, Minor in Business Administration** May 2012  
American Business School Paris, France **Study Abroad** Fall 2011

## **EXPERIENCE**

### **Powur - USA – Independent Energy Consultant September 2020-Present**

- Present in-home energy solutions to customers across the United States virtually
- Top 1% out of 8,500+ consultants Nationally for all time sales,
- #11 All Time for Installations, #12 for contracts, #8 for recruiting/building
- Majority of business generated is through referrals or self-generation efforts
- #1 Tier 3 Mentor Seller out of 7500+ Consultants Nationally - Dec 2022, Sep 2023, Dec 2023

### **Rhino Core - Senior Sales Engineer - USA - July 2020-August 2022**

- Responsible for prospecting, engaging, opportunity creation, and closing of plumbing consulting services across the United States
- \$757,000 in revenue generated in 2021 with the majority being self-generated. Target in 2020 was \$500,000.
- \$1,682,000 personal sales in 2022 vs a year 2 quota of \$1,500,000
- Responsible for scaling the entire sales organization - interviewing, training and leading new members of the Rhino Core sales team
- Managing a complex sales process and product with multiple decision makers such as Board Members, Chief Engineers, Property Managers and Direct Owners of properties.
- Prospecting via cold calling, trade shows, lunch and learns, and targeted drop ins.

### **Specialized Pipe Technologies - Account Manager – Los Angeles January 2018-July 2020**

- Responsible for prospecting, engaging, opportunity creation, and closing of plumbing capital projects in the greater Los Angeles/Ventura County region
- \$772,000 in revenue generated in 2018 with the majority being self-generated. Quota in 2018 was \$250,000.
- \$1,244,000 YTD personal sales in 2019 vs a year 2 quota of \$750,000 - #2 Nationally
- Rookie of the Year Nationwide – 2018
- Managing a complex sales process and product with multiple decision makers such as Board Members, Chief Engineers, Property Managers and Direct Owners of properties.
- Prospecting via cold calling, trade shows, lunch and learns, and targeted drop ins.

### **Stion - Regional Sales Manager – Southern California June 2017-October 2017**

- Primary goal was to find customers in the Southern California market targeting solar projects 500 kW+
- Developed strong pipeline of prospects through cold calling, local networking events, canvassing, and referrals
- Closed 312 kW project (\$684K) within 4 months. Project was scheduled to move forward in Q1 2018
- Developed entire sales process for future Account Executives
- Stion abruptly shut down due to debt obligations in October 2017.

### **SolarCity - Regional Sales Manager – Residential Atwater Village, CA**

- Inherited a team of 6 Sales Consultants June 2016 to June 2017
- Grew team FROM 4 to 11 Consultants in 2 months
- 16% MOM increase in Net Sales June-Feb
- 98% MOM increase in Referral Sales from June-October 2016.
- Increased close rate from 10% in June to 22% in August
- Deployed \$4.6 Million of Installed systems since June 2016

### **SolarCity - Outside Sales Manager – Commercial Los Angeles, CA**

- Led 5 Account Executives to tackle the Small & Medium Business Market June 2015-June 2016 within California (22 KW to 500 KW).
- Created a "hunter mentality" culture that relentlessly self generated B2B SMB Leads through referral based partnerships, canvassing, cold calling, and networking events.
- Expanded product offering and increased closed orders MOM.
- Record Setting 2 MW (\$6,000,000) of Gross Sales as a team in March 2016.
- Forecasted monthly and quarterly projections

**Sunrun San Francisco, CA- Regional Sales Manager – Los Angeles July 2014 – June 2015**

- Led, motivated, and developed sales consultants to perform at the highest level
- Forecasted monthly and quarterly projections
- Effectively grew team roster from 5 to 15 quality consultants in 2 months
- Achieved 76% YOY growth, while maintaining high profitability
- Created a culture that focuses on referral and self-generated business rather than relying on company leads

**Verengo Solar - Torrance, CA- Solar Sales Consultant July 2013-July 2014**

- Presented in-home sales solutions to customers
- Generated \$4 million in sales in first year as an Outside Consultant
- Held a Demo Close Rate of 40%
- Awarded Gold Club – Top 20% of sales consultants (Q4, 2013; Q1, 2014)
- Awarded Realization MVP – 90% sale to install rate (November 2015)
- Top self-generating business consultant nationally (Q1, 2014)

**Enterprise Rent-A-Car - Valencia, CA- Management Trainee May 2012-July 2013**

- Established and maintained positive and professional relationships with accounts
- Awarded Area MVP - Top individual sales performer for highest total additional revenue (June, 2012; August, 2012; November, 2012; December, 2012; February, 2013)
- Provided regular and accurate sales and profit forecast updates to branch manager
- Marketed to several established accounts once per week
- Monitored and analyzed competition and competitor activity
- Strong knowledge base of automobile makes, models, and features