

Tyler Phillips

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<https://github.com/Tyler-phillips12> | <https://tyler-phillips12.github.io/Challenge-2-Portfolio/>

Skills

Microsoft Office (10+ years)
Microsoft PowerPoint (5 years)
Microsoft Excel (3 years)
Customer Service (3 years)
Quick books
Outside Sales (4+ Years)
Door-to-Door Sales (1 Year)
Account management (2 Years)
Sales force (2 years)
Medical Device Sales (1 year)
Business Development
HTML
CSS
Javascript
Nodejs
MySQL
Git
API/REST API

Experience

Single Store Sales Representative May 2023 - Present

Techtronic Industries-Milwaukee Cherry Hill, NJ

- Maintain three different brands of product from inventory adjustment to merchandising and sell through strategies
 - Milwaukee, RYOBI, and Ridgid Power Tools
- Successfully drive sales in my store by holding interactive demo events allowing the customers to get hands on with the tools before purchasing
- Use our Milwaukee CRM system to input new customer into our database as well as track sales trends from existing customers
- Interpret and Analyze sales trends within my market to further drive cordless sales
- Continue to partner with contractors for mass power tool orders along with batteries etc.

- Hold PK (Product Knowledge) sessions with my associates as well as customers allowing them to see the full value that our platform has to offer

Event Marketing Specialist April 2022 - Present

Techtronic Industries-RYOBI Cherry Hill, NJ

- Maintain store Set Integrity as well as adjust On hands and store inventory
- Successfully drive sales in my store by holding interactive demo events allowing the customers to gets hands on with the tools before purchasing
- Use our RYOBI CRM system to input new customer into our database as well as track sales trends from existing customers
- Interpret and Analyze sales trends within my market to further drive RYOBI cordless sales
- Continue to partner with contractors for mass power tool orders along with batteries etc.
- Hold PK (Product Knowledge) sessions with my associates as well as customers allowing them to see the full value that our platform has to offer

AWS Recruitment Consultant Oct 2021 – March 2022

Frank Recruitment Group Philadelphia, PA

- Perform Cold calls to prospective candidates
- Manage Candidate expectations when it comes to finding new opportunities
- Use Sales force (Phoenix) to find prospective clients and pitch them to work with us
- Handle the whole recruitment process from end to end
 - Salary, Interview preparation, expectations, feedback
- Achieve Monthly Sales Quota of 25k Invoicing per month
- Successfully place candidates into new cutting edge organizations
- Successfully pull jobs from clients willing to work with us

Business Development Representative Sept 2021 - Oct 2021

Genetworx King of Prussia, PA

- Perform Cold calls to prospective clients
- Inventory and Client Management
- Travel on-site to administer Covid-19 Testing to valued clients

Licensed Insurance Agent June 2020 - Jul 2020 (COVID) -Internship

State Farm Clarks Summit, PA

- Perform illustrations using CRM software's
- Create life insurance quotes through email, or phone
- Maintain professionalism and organization within the work place

Outside Sales Representative 09/2019 – 02/2020

Hellers Gas Bloomsburg, PA

- Create new and lasting business relationships through door to door sales
- Keep organized and accurate records of monthly sales
- Hit monthly sales targets (Quotas)
- Assist in any customer service issue reported by the customer

Sales Representative Apr 2017 – Aug 2017

Leslies Pool mart Dickson City, PA

- Deliver outstanding customer service
- Assist customers with concerns regarding their pools/hot tubs
- Test clarity of sample pool water brought in by customer
- Perform inventory

Education _____

Rutgers Web Development Full Stack Boot Camp Certification Feb 2023 –August 2023

Rutgers University New Brunswick, NJ

B.S. – Marketing & Business Admin Aug 2015 –August 2021

Bloomsburg University Bloomsburg, PA

A.A. – Accounting Sept 2016 – Dec 2018

Lackawanna College Scranton, PA