

Tyler Aycock

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EDUCATION

Devmountain | Lehi, UT

January 2024

- Web Development Program

University at Albany | Albany, NY

May 2016

- **Bachelor Degree** - Management and Information Technology Management

PROFESSIONAL EXPERIENCE

Devmountain | Lehi, UT

October 2023 - January 2024

Student Web Developer

- Acquired proficiency in modern front-end technologies such as React, HTML5, CSS3, and JavaScript. Developed responsive and user-friendly interfaces that prioritize optimal user experience and accessibility.
- Gained expertise in server-side scripting and database management. Worked with the Node.js framework to build robust back-end systems, implement RESTful APIs, and manage data effectively.
- Embraced Agile development practices, participating in daily stand-ups, sprint planning, and retrospectives. Collaborated effectively with cross-functional teams to deliver high-quality projects within strict timelines.

Jiant Hard Kombucha | San Diego, CA

Aug 2021 - October 2023

Territory Manager

- Created value with customers and distributor partners by developing, collaborating, and executing account-specific marketing plans that grew the categories and increased sales
- Increased sales and profitability by conducting market research, evaluating consumer trends, and analyzing competitors in order to expand distribution
- Utilized sales software service to create dynamic spreadsheets for customer and wholesaler presentations

Mikkeller Brewery | San Diego, CA

Jan 2018 - Aug 2021

Territory Manager

- Created long term partnerships and exceeded sales goals through cold calling and warm leads
- Optimized personal sales strategies by maximizing the ROI for the territory and expediting issue resolution to secure lasting brand partnerships
- Executed weekly email campaigns to generate new business, educate existing customer base and showcase the companies unique voice and products

Houzz | San Diego, CA

Jan 2017 - Dec 2018

Sales Development Representative

- Work closely with business owners in a consultative sales approach to define their needs and build custom advertising programs tailored to their primary business objectives.
- Develop and manage marketing plans for promotions and associated goals towards clients ROI while utilizing SEO trends, online marketing avenues, and competitive market analysis.
- Present high-impact sales presentations and needs assessments

Allegiance | San Diego, CA

May 2016 - Dec 2017

Sales Development Representative