



# DECLAN TISO

## ACCOUNT EXECUTIVE

### CONTACT

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Sydney, NSW, Australia

### EDUCATION

2012 - 2017

UNIVERSITY OF QUEENSLAND

- Master of International Trade and Finance
- Master of Accounting

2018 - 2019

SHANGHAI JIAO TONG

- Long term Chinese Language Program (received full board government scholarship)

### SKILLS

- Teamwork
- Time Management
- Effective Communication
- Critical Thinking
- Supply Chain Management

### LANGUAGES

- English (Fluent)
- Chinese (B1)
- Spanish (Basic)

### PROFILE

A dynamic and results-driven Business Development Professional with over 5 years of comprehensive experience in sales and account management within global markets. Specializing in identifying and leveraging opportunities for growth, I have a proven track record of exceeding targets and driving revenue enhancement. With a passion for fostering collaborative environments, I am committed to not only achieving, but exceeding sales goals through teamwork and leadership.

### WORK EXPERIENCE

#### Sabbatical

04/2023 - 04/2024

##### Olympic Qualification Beach Volleyball

- Took part in high performance programs since grass roots
- International exposure whilst living in Prague and Shanghai (during previous roles)
- Travelled globally to attempt qualification for Paris 2024 in the code of Beach Volleyball.
- Qualification required travelling and competing internationally at World Tour events in Europe and APAC whilst independently funding and training
- Australian 2024 Beach Volleyball Champion

#### Pico Interactive (TikTok / Bytedance)

Barcelona | Sydney August

##### International Key Account Manager

08/2019 - 03/2023

Pico Interactive is a global Virtual Reality headset supplier focused on various applications of VR. Pico Interactive was acquired by Bytedance in 2021. It operates globally working with channel and distribution partners in each region to complete deployments in the resources, medical, education and corporate space. Deployments required partnering with content developers, ISV (independent software vendors) and distribution/channel partners to activate and complete projects.

- Second employee in Pico Interactive's EMEA division, leading strategic development and significantly expanded market presence, surpassing targets achieving 3.7M\$ sales in first 18months.

- Role encompassed sales, business development, and customer support, onboarding key accounts and converting content studios and end users on competitor platforms through a blend of outbound and inbound leads

- Managed regional and sales initiatives across EMEA and APAC including partner-led initiatives such as app store integrations, product bundling and tradeshow activations

- Liaised with cross functional teams internally to support a customer feedback loop to assist with product refinement to optimize the user experience

- Managed inventory planning to ensure constant access to stock based on production schedules and deal flow

- Actively reported financial forecasts and OKRs internally so strategic planning and goals were aligned

- In 2020 established ANZ business which yielded 250K\$ per quarter, surpassing targets

- Pico Interactive was acquired by Bytedance for 1.9B\$ in 2021

## WORK EXPERIENCE

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### AngelVest\*

Shanghai

Business Development Representative

10/2018 - 01/2019

AngleVest is a consortium of 70+ Angel Investors based globally with their head office in Shanghai. It was closely partnered with China Accelerator (now Orbit Startups) where angels between 3k to 150k USD funding sizes.

- Assisting with deal sourcing of investments for Angel investors in Shanghai startup ecosystem
- Event planning to develop community engagement and partnership development
- Community management including social media engagement, angel profiling, startup/deal coverage
- Liaise with start-ups for demo days

### Spaceknow

Prague

Business Development Manager

03/2018 - 07/2018

Spaceknow is a SaaS platform that harnesses machine learning and artificial intelligence to derive analytics from satellite imagery. Main applications were for insurance, finance and government. The platform would identify objects or land zones in large-scale imagery and aggregate data in a time-lapse fashion to gain insights.

- Role included predominantly lead generation through cold calling and emailing
- Conducted 40+ cold calls and 40+ emails per day
- Average sales cycle was 2-3 months with deal size of several thousand AUD
- Travelled internationally to conferences

### Accenture

Prague

Client Financial Analyst

09/2017 - 01/2018

Client Financial Analyst managing reporting on consultant projects in the DACH region. Reporting of project financials in ERP software SAP which required collaboration across teams.

- Provided financial insight (forecasting, pricing and evaluation) to Accenture consultants on various consulting and outsourcing projects
- Exposure to Salesforce, SAP, Excel Macros and various other analytic tools

\*part time work whilst travelling and studying

REFERENCES ON REQUEST

WORKING RIGHTS IN AUSTRALIA AND UK

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