

T Y L E R M . B O W E R S  
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## OBJECTIVE

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I am seeking a role where I can continue to progress my career in sales. I am focused on technology driven companies where I can demonstrate leadership and leverage my interpersonal skills.

## EXPERIENCE

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JUSTWORKS NOVEMBER 2017 - PRESENT  
SALES REPRESENTATIVE NEW YORK, NY

- Nurtured and drove multiple long-term relationships through the sales process simultaneously.
- Improved Salesforce integrations and streamlined organizational workflows.
- Invited to participate in LifeLabs feedback and management trainings as well as a private coaching session with R.H. Consulting agency.
- Consistently prospecting and sourcing my own well qualified leads.

MAIN STREET HUB FEBRUARY 2017 - OCTOBER 2017  
SALES REPRESENTATIVE NEW YORK, NY

- Closed 22 accounts, in 5 months on the floor. Consistently in top 10% of the entire company.
- Making 100 cold calls a day while keeping high energy for myself and those around me.
- Chosen for the Future Leadership Training program after 3 months on the floor which included training on how to be a leader in a sales environment as well as a manager.
- Was delegated roles by the manager when he was going to miss a day to keep the team on track and focused.

NCSPLUS INCORPORATED AUGUST 2016 - FEBRUARY 2017  
ACCOUNT EXECUTIVE NEW YORK, NY

- Responsible for maintaining relationships with clients after making a sale ensuring they are satisfied with the service.
- Recognizing the client's business needs and showing how our service would benefit them.
- Continuously qualifying potential clients to identify sales with the highest likelihood to succeed.
- Responsible for generating lead lists, filtering them and cold-calling potential clients.
- When on cold calls, experienced with navigating through the "gatekeeper" and identifying the decision maker.

SUNSHINE WINE DISTRIBUTION CO. MAY 2016 - AUGUST 2016  
OUTSIDE SALES REP NEW YORK, NY

- Built relationships with local liquor stores to get Sunshine products on their shelves.
- Planned and organized satellite bars to boost sales and build brand awareness.
- Coordinated with other sellers in the area to maximize coverage within a neighborhood.

## SKILLS

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- Well organized, upbeat attitude, quick learner and great sense of humor.
- Strong communication skills, with managers and customers alike.
- Calm in high stress situations and skilled in multitasking and prioritizing.
- Hard working, motivated and reliable.