

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

I am seeking a role where I can build on my experience in sales, preferably in a technology driven organization. The ideal role will leverage my interpersonal skills and have an opportunity for career progression.

EXPERIENCE

NCSPLUS INCORPORATED AUGUST 2016 - PRESENT
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 prospects 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.

YONO'S RESTAURANT AUGUST 2015 - JUNE 2016
BAR MANAGER ALBANY, NY

- Curated a wine list of over 1,000 wines including their origin, geography and characteristics.
- Creatively found ways to make angry customers happy without hurting the sale or the servers tip.
- Responsible for creating new cocktails and building drink lists.
- Trained new bartenders and cocktail servers, even those senior to me without seeming condescending.
- Attended wine tastings and chose new products for our master wine list.

GAONNURRI RESTAURANT JANUARY 2014 - JULY 2015
BAR CAPTAIN NEW YORK, NY

- Tracked and managed bar inventory, as well as negotiating purchasing contracts.
- Multitasking and prioritizing during "the rush" which was up to 100 customers.
- Dealt with picky customers and getting positive reviews from them.
- Trained multiple servers and bartenders in the service industry.
- Built relationships with hundreds of customers over the course of my time there.

SKILLS

- 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.