

WARREN “REN” TYDINGS III

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PROFESSIONAL EXPERIENCE

Fooda, Washington, DC

Business Development Manager, October 2019-Present

- Prospected and sold customized catering solutions to multi-tenant office buildings, schools, and businesses in the DC area
- Drafted proposals in response to RFPs and pitched opportunities
- Managed an operations team of five that planned and executed all catering events for the DC market

ezCater, Denver, CO

Relationship Manager, May 2019-October 2019

- Managed a team of ten that oversaw ezCater's top 300 corporate clients and enterprise accounts
- Developed a targeted outreach campaign to gauge customer satisfaction and increase ezCater's share-of-wallet
- Conducted optimization trials for high-value users that were experiencing pain points
- Repaired relationships with clients/accounts that were threatening to leave ezCater

Product Support Specialist, March 2019-May 2019

- Worked alongside the development team to integrate and rollout two new CRM's for +500 employees
- Selected to represent ezCater at the Disney Institute's Quality of Service Training seminar

Customer Success Coordinator, July 2018-February 2019

- Negotiated compensation on behalf of clients with restaurant owners, partners, and general managers
- Trained, observed, and evaluated new customer service representatives
- Managed large catering orders from start to finish, responded to inquiries, and provided live support to clients/catering partners throughout the lifecycle of orders

Eleven Experience, Crested Butte, CO

Marketing Coordinator, November 2017-February 2018

- Coordinated images and schedules for a global team of photographers/videographers
- Managed the social media accounts/company websites for @elevenexperience, @publichousecb, @irwinbrewingcompany, and @elevenangling
- Created and distributed marketing materials for properties in France, Iceland, Amsterdam, Chile, Colorado, and the Bahamas
- Oversaw the public relations team, maintained press records, and created a weekly newsletter

Patagonia, Ventura, CA

Marketing and Sales Intern, January 2017-February 2017

- Collaborated with department heads to develop marketing campaigns, sales strategies, and digital content for trade shows
- Provided personal and administrative support in a fast-paced environment

CrackBeetz.com, Washington, DC

CO-Founder, May 2011-May 2013

- Managed strategic partnerships, third-party vendors, and coordinated the logistics for all events
- Developed written and multimedia content for use on the website, blog, newsletter, and digital channels
- Recruited, trained, and supervised 15 bloggers
- Independently captured, shot, edited, and published multimedia content under tight deadlines
- Conceptualized, planned, and managed online marketing campaigns and social media content calendars

Rosecroft Development Partnership, Washington, DC

Intern, January 2008-January 2010

- Assisted with the acquisition, development, and management of various properties in the mid-atlantic area - country clubs, waterfront properties, farms, office buildings, apartments, and residential/commercial developments

EDUCATION

Colorado Mountain College, Steamboat Springs, CO

B.S. Degree in Business Administration

Minor in Ski & Snowboard Business

St. Mary's College of Maryland

Earned Credits Towards B.S. Degree

Activities: NCAA Division III Men's Lacrosse

SKILLS

Computer: Hubspot, Periscope Data, Confluence, Freedom, Slack, Twilio, Twilio Flex, Five9, Zendesk, MaestroQA, Stella Connect, Okta, Google Analytics, Adobe Illustrator, Adobe Photoshop, Adobe InDesign, Adobe Lightroom, Final Cut Pro, Affinity Photo, Salesforce, All Social Media Platforms, Zenfolio, QuickBooks, CAD, snoCAD, Microsoft Office, Google Drive, SEO, SEM, WordPress, Jira, Paylocity, Lastpass, SnapPea, Kazoo, Monday.com, Expensify, Openseense