‍Tyler Person

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**Summary**

Experienced Senior Account Manager and Federal Team Lead with a consistent track record of meeting and exceeding sales goals. Background in the food service management and retail. Enjoys research, problem solving, project management, and leading a highly organized and efficient team.

**Highlights**

* **Vast Territory Management**
* **Account acquisition and renewal**
* **Sales coaching and leadership**

**Professional Experience**

**Team Lead | Carahsoft technology corporation | February 2014-present**

* Ensure accurate pricing is sent to resellers and manage all existing accounts be communicating with sales reps.
* Process orders accurately and efficiently to ensure customer satisfaction.
* Create new leads through prospecting calls and set up meetings with future and current clients.
* Manage and train employees on calls and pipeline building.
* Provide call coaching to employees and work with sales director to create organization throughout team.

**mobile phone sales representative | Best buy | October 2013-february 2014**

* Clearly described products to customers.
* Maintained a working knowledge of all mobile phone products.
* Highest in sales for mobile phone department during the month of November.

**manager | Salem red sox | April 2011-september 2013**

* Effectively managed a team of 8-10 employees.
* Kept an accurate inventory of products and money.
* Ensured excellent customer service by finding solutions to any customer complaints.

**manager | Veggies to go | May 2012-September 2013**

* Effectively managed a team of 6-8 employees.
* Rose from dishwasher to manager in 6 months.
* Accurately kept sales reports daily using Excel spreadsheets.

**Education**

**B.A. | 2013 | Roanoke College**

Major: History

Activities: Academic Advisory Committee

References: More available upon request

John Liebold, Channel Development Manager, Hewlett Packard Enterprise

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