

Ryan Tuttle

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Education

Bowling Green State University (BGSU), Bowling Green, Ohio
Bachelor of Arts in Communication, Specialization in Sales and Advertising: 2016

Skills Include:

Client Relationship Management, New Business Development, Cold Calling and Prospecting, Project Development and Management, Critical Thinking and Problem Solving, Presenting, Time Management, Salesforce CRM, Zoho CRM

Experience

Syndigo: Cleveland Ohio

Account Manager; January 2020-January 2021

- Proactively managed over 200 accounts and conducted quarterly business reviews with clients to assess potential risk
- Developed mutual success plans with clients to ensure full client utilization of their services with Syndigo
- Conducted a daily average of 3 online presentations and software demonstrations to existing clients
- Created \$108,000 of business growth by uncovering client needs and recommending
- Utilized salesforce reports to strategize client outreach and ensure a proper client cadence

Original Equipment Connection; Richfield, Ohio

Business Development Representative; April 2019-December 2019

- Generated \$365,000 worth of new business
- Acted as a trusted advisor to over 500 customers and communicated feedback to internal OEC departments
- Analyzed customer data and made recommendations to increase customer sales and profit margins
- Conducted 3 online meetings daily to prospective clients to communicate the value of the OEC products
- Conducted deep dive needs assessments to identify prospect pain points and created action plans

The Rogers Company; Mentor, Ohio

Account Manager; March 2018-March 2019

- Managed over 10 accounts totaling \$1.3 million in total annual revenue
- Proactively coordinated client schedules and budgets with internal production resources to ensure on-time on-budget project delivery
- Led prospecting activities for 4 account executives which resulted in 2 new customers and \$40,000 in new business
- Identified growth opportunities with existing accounts and made product recommendations which generated \$15,000 in incremental sales
- Reviewed and communicated customer project design requirements to internal estimators resulting in accurate and competitive quotes

Map My Customers; Raleigh, North Carolina

Account Executive; October 2017-March 2018

- Generated new business and grew customer accounts by 20%
- Organized cross functional teams to identify and meet customer software use requirements
- Coached and trained customers on best practices of Map My Customers to guarantee usage
- Internally communicated valuable customer feedback to maximize customer voice
- Efficiently managed time to prioritize multiple opportunities and obligations
- Provided hands on training for all accounts

Dakota Software; Cleveland, Ohio

Business Development; July 2016-October 2017

- Achieved top performance award for 10 consecutive months by securing the most qualified opportunities amongst peers
- Orchestrated over 120 verified meetings between Dakota Software account executives and decision makers in several industries
- Created over \$350,000 worth of forecasted opportunities for account executives of forecasted opportunities for Account Executives