**Ryan Tuttle**

330-338-9305

Cleveland, Ohio Ryantuttlej@gmail.com



***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***



**The Rogers Company;** Mentor, OH

**Syndigo:** Cleveland Ohio

**Account Manager;** 01/ 2020-03/ 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 unique solutions
* Utilized salesforce reports to strategize client outreach and ensure a proper client cadence

**Original Equipment Connection;** Richfield, Ohio

**Business Development Representative;** 04/2019**-**12/ 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;** 03/2018-03/2019

* 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;** 10/2017**-**03/2018

* 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;** 07**/**2016**-**10/ 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



**Case Western Reserve (CWRU),** Cleveland,Ohio

Software Development Program: October 2021 (Expected)

**Bowling Green State University (BGSU)**,Bowling Green, Ohio

Bachelor of Arts in Communication, Specialization in Sales and Advertising: 2016