

Ryan Tuttle

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Cleveland, Ohio

Skills

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

Experience

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

Education

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