**Dylan B. Tomlinson**

**139 Sullivan Lane**

**De Pere, WI 54115**

**Email:** [**Dylan1226@gmail.com**](mailto:Dylan1226@gmail.com)

**Phone: (920) 362-2624**

**OBJECTIVE**

A position with a Cisco partner where I can utilize my knowledge of Cisco products, SmartNet, and Total Care services to help them grow their business.

**EXPERIENCE**

June 2010 – Present Cisco Systems at Convergys, Appleton, WI

**Virtual Client Services Representative**

* Worked in the Federal segment from June 2010 to June 2012
* Worked in the Service Provider segment from June 2012 to Present
* Hit highest achievable sales goal in 16 of the 20 quarters that I have worked for Cisco
* Understand and use all Cisco tools, including CSCC, Cisco Ready and Salesforce.com
* Only sales rep (out of 36) to hit maximum sales goals in every quarter in FY 2015
* Ranked by management as the No. 2 sales representative among a 36-person sales team for FY15.

January 2009 – September 2009 Gannett Wisconsin Newspapers

**Digital Media/Online Editor**

* In charge of web content for Gannett Wisconsin Newspapers

October 2007 – December 2008 Amgen, Appleton, WI

**Pharmaceutical sales representative**

* Managed over 300 hospitals
* Was named top salesperson for Quarter 2 in 2008
* Ranked No. 1 in product share growth in 2008

June 2003 – June 2007 Gannett Wisconsin Newspapers

**Green Bay Packers beat writer/NFL writer**

* Covered the Green Bay Packers for a chain of 10 newspapers in Wisconsin

July 2000 – June 2003 The Gainesville Sun, Gainesville, FL

**University of Florida football and men’s basketball beat writer**

* Covered the University of Florida football and men’s basketball teams for The Gainesville Sun

February 1996 – July 2000 The Denver Post, Denver, CO

General assignment sports writer/editor

* Covered college and professional sports for The Denver Post

**EDUCATION**

1992 - 1996 University of Colorado Boulder, CO

**References available upon request**

.