

# Tyler Nenninger

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## Education

TEXAS A&M UNIVERSITY, COLLEGE STATION, TEXAS

*Bachelor of Science in Industrial Distribution, Business Minor*

August 2020

## Relevant Experience

MEMORYBLUE/UNICOM ENGINEERING, *Austin, Texas*

July 2020 – Present

BDR– Worked with deliver manager, account executives, and VP of Sales to develop targeted lists, call strategies, and messaging to drive opportunities for new business.

- **Cold Calling:** Called 100 prospects daily to demonstrate system features and set up meetings for account executives while recording activities in CRM/Salesforce
- **Prospecting:** developed targeted list of companies and prospects based on predetermined criteria using LinkedIn Sales Navigator and ZoomInfo
- **Pipeline Management:** managed calls, email drips, and LinkedIn touches based on a cadence developed with deliver manager and account executives
- **Collaboration:** Worked with account executives to develop and execute campaigns yielding high value introductory calls that drive opportunities for new business

## Achievements:

- Achieved quota attainment for 8 out of 11 months including 3 instances of above 150%
- Performance for UNICOM led to an additional SDR being added to the campaign as well as a contract extension
- Consistent quota attainment allowed for opportunities to work for PPM (pay-per-meeting) clients which allowed insight into different verticals and prospects

THOUGHTSPACE, *College Station, Texas*

March 2018 – January 2020

(Startup) Founder/Operations – from a university program to a startup company. Developed business in the form of Software as a Service (SaaS) for industries seeking to “uberize internships.” (Currently managing sale of company)

- **Project Management:** Created, implemented, and managed strategies with software developers to design, develop, test, and promote the interface for the ThoughtSpace (SaaS)
- **Business Development:** networking, sales, front end customer contact, trade show marketing, and lead generation
- **Contract Oversight:** negotiating commercial terms, sales, pricing strategies, and recommending acceptable profit levels
- **Marketing:** Key customer contact, prospected and product demonstration of platform to fortune 500 companies for the purpose of collecting customer feedback and improvement. Actively attend industry trade shows focused on disruptive technologies

## Achievements:

- Partnered with The Energy Conference Network to provide students with \$10,000 worth of IOT and Block chain conference opportunities for students to attend conferences
- Acquired a \$15,000 contract to source UI/UX interns to Clariant.
- Pitched startup to Venture Capitalist in Silicon Valley.
- Negotiated a \$40,000 contract with Shell Techworks to source software development interns
- Acquired \$25,000 worth of scholarships for further initiatives in the TX A&M School of Innovation and a \$15,000 semester budget for the ThoughtSpace team

**Software:** Salesforce, LinkedIn SalesNav, ZoomInfo, FrontSpin