

TYLER TIERNEY

SOFTWARE DEVELOPER | tytierney@yahoo.com

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tylertierney.com

github.com/tylertierney

EXPERIENCE

Revenue Operations Manager

Avocat Group

SEP 2020 - SEP 2021

- Facilitated the process for CRM data consolidation and integration into new systems (Zoho, Outreach, ZoomInfo, Affinity).
- Analyzed and interpreted market data and territory research to deliver top-funnel opportunities to SDRs and AMs.
- Created account-based marketing content, email sequences, and targeted email strategies.
- Directed contractors on projects related to digital marketing, graphic design, and web development.

Tampa, FL

Account Executive

First Coast News - Tegna Inc.

JAN 2020 - SEP 2020

- Identified and developed new local accounts through prospecting, media spend research, campaign ideation, and presentations.
- Conveyed value to clients and prospective clients regarding a wide selection of traditional media, sponsorship, digital, and proprietary OTT products.
- Built presentations, campaign materials, and programming schedules to increase cost-efficiency and reach/frequency for existing strategies.
- Established post-sale reporting methods using existing data analytic structures and metrics.

Jacksonville, FL

National Sales Assistant

First Coast News - Tegna Inc.

AUG 2019 - DEC 2019

- Collaborated with third-party selling platforms to manage transactional business in broadcast programming.
- Networked with core account representatives and agencies to ensure timely and accurate delivery of traffic instructions and creative content.
- Facilitated local transition to internal media selling initiatives while maintaining exceptional (top 10% throughout company) delivery of value to core accounts.

Jacksonville, FL

Sales Intern

First Coast News - Tegna Inc.

MAY 2019 - AUG 2019

Jacksonville, FL

EDUCATION

University of Florida

B.S. Telecommunications Management

AUG 2015 - MAY 2019

Gainesville, FL

PROFILE

I am a React developer specializing in the MERN stack. I'm passionate about building robust, engaging web applications to support dynamic content and actionable user experiences.

TECH STACK

Javascript ES6+

HTML5 | CSS3

TypeScript

Node.js | Express

NoSQL (MongoDB)

React | Next.js

Webpack | Babel | Rollup

CSS pre-processors + frameworks

GCP | AWS | Firebase | Netlify | Heroku

SKILLS

Setting meaningful, realistic objectives and project timelines.

Understanding unique-selling-propositions and tailoring customer experiences to support revenue objectives.

Identifying and utilizing resources in order to self-learn and adapt to new frameworks and technologies.

RECENT PROJECTS

MovieWorm

movieworm.io

Full-stack progressive web app for creating private groups, inviting friends, and sharing movie reviews + ratings.

LinkBase

link-base.netlify.app

Instagram/Facebook-style social media platform.

Facility Tracker

tylertierney.github.io/facilitytracker

Project tracker for Commercial Real Estate firms.

The Scoop

thescoop-news.herokuapp.com

News aggregate and email notification system.