

Tyler Cave

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Results-driven B2B Sales Executive with 7+ years of experience in high-velocity software sales environments, specializing in consultative selling and new customer acquisition. Proven track record of exceeding quotas and building strategic partnerships while selling SaaS solutions.

WORK EXPERIENCE

EnlivenHealth

Nov 2023 – Jun 2024

Inside Sales Representative

Fort Worth, TX (Remote)

- Qualified and closed new business opportunities with independent pharmacy owners through needs analysis and strategic software solution recommendations.
- Developed sales techniques that increased opportunity creation by 25% by leaning into relationships.
- Achieved daily activity requirements of 40 calls per day, or 120 minutes of talk time per day.
- Deliver excellent customer service that ensures ongoing sales and high levels of customer satisfaction.

Musicbed

Feb 2022 – Sept 2023

Licensing Account Executive

Fort Worth, TX (Remote)

- Implemented consultative sales approach resulting in 20%+ conversion rate with new customers and \$1.9M in revenue (2022)
- Built and nurtured 50+ relationships with repeat customers.
- Closed 80 to 100 deals per month on average.
- Facilitated communication between the filmmaker and the artists' representatives, copyright holders, or record labels, ensuring smooth collaboration and coordination.
- Walked customers through the entire sales process from incoming lead to payment.

Peloton

Aug 2020 – Feb 2022

Account Executive

Plano, TX (Remote)

- Actively monitored inbound sales phone calls, web leads, and up to 7 simultaneous webchats for lead generation in a high-velocity environment.
- Goal Hitter's Club 2020, 2021 (Quota-based awards)
- Maintained a consultative selling approach by following Peloton sales methodology.
- Collaborated on lead generation and sales with Customer Experience and Marketing, as needed.

EDUCATION

Dallas Baptist University

May 2016

B.B.A., Music Business

Dallas, TX

- 3.7 GPA
- Dean's List 2013-2016

SKILLS & INTERESTS

- **Skills:** Consultative selling; relationship building; active listening; proficient in CRM software (HubSpot, Salesforce); client retention; critical thinking; high-velocity SaaS sales
- **Interests:** Drums / percussion; dad jokes; bumbling chef; sci-fi books (currently reading *The Expanse*); board games