**Tyler Cave**

trcave@gmail.com  (817) 808-7887  Fort Worth, TX

**WORK EXPERIENCE**

**EnlivenHealth Nov 2023 – Present**

*Inside Sales Representative Fort Worth, TX (Remote)*

* Worked with independent pharmacy owners to determine their needs and then recommended the best software solutions for them.
* Developed sales techniques that increased opportunity creation by 25%.
* Achieved daily activity requirements of 40 calls per day, or 120 minutes of talk time per day.
* Full-cycle sales from prospecting to closing.
* Achieved monthly quota by communicating value, persistently following up with leads, and continuously learning about EnlivenHealth products and customer base.

**Musicbed Feb 2022 – Sept 2023**

*Licensing Account Executive Fort Worth, TX (Remote)*

* Personally responsible for $1.9 million in revenue in 2022.
* Built and nurtured 50+ relationships with repeat customers.
* Closed 80 to 100 deals per month on average with a conversion rate of over 20% with new customers.
* 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.
* Maintained a consultative selling approach by following Peloton sales methodology.
* Collaborated on lead generation and sales with Customer Experience and Marketing, as needed.
* Goal Hitter’s Club 2020, 2021

**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 tools (HubSpot, Salesforce); client retention; critical thinking; empathetic and solution-oriented approach; negotiating; closing
* **Interests:** Drums / percussion; dad jokes; bumbling chef; sci-fi books (currently reading The Expanse); board games