**Tyler Cave**

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

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