

# Tyler Stubbs

## Solutions Consultant

### Contact

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### Education

Lehigh University  
Bethlehem, PA  
B.A. in English

### Key Skills

Technical Writing  
Project Management  
Presentation Skills & Training  
Software Troubleshooting  
Process Improvement

### Summary

I am a financial technology professional with broad experience from the sales process to onboarding customers. I have seven years of experience in software project management, software implementation, sales and sales engineering.

### Experience

*January 2022- Present*

Solutions Consultant • AvidXchange

- Assist in creating a knowledge base for the 220 accounting system integrations that we have. This includes regular touchpoints with the integration consultants, notating findings in Loopio and keeping the team updated on integration capabilities.
- Technical discovery calls to ensure solution fit for prospects.
- Engagement across the business to report market findings and assist in sales enablement.
- Attend tradeshow and conferences as the subject matter expert on our various products that support procurement to payment AP automation.
- Facilitate webinars and demonstrations to audiences of up to 700 people resulting in increased sales velocity and qualified leads.

**Skills:** Video Production · Webinar · Trade Shows · Sales Engineering  
· Live Demoes · Prospecting · Consulting

*April 2019- January 2022*

Implementation Specialist II • AvidXchange

- Collaborated with internal and external stakeholders to scope data and system requirements before implementation.
- Execution of data analysis, configuration and preparation for testing to ensure errors did not delay implementation.
- Trained customers in best practices, system configuration and system administration.

- Participated in daily stand ups with my team for project status updates and any project help needed.
- Curated training on a client-by-client basis to enable speed of adoption.
- Implemented multiple products that support procure to payment process.
- Specialized in NetSuite as a subject matter expert supporting a implementation team of 100.
- Working knowledge of NetSuite scripting, workflows, bundles, intercompany setup and other NetSuite basics.
- Troubleshooting NetSuite errors using script execution logs and analyzing workflows to advise on appropriate changes.
- Created the NetSuite training program for all new hires along with customer facing user guides.

**Skills:** Presentation Skills · Training Development · Software Project Management · Technical Writing · Debugging · Cross-functional Collaboration · Written Communication · Scripting · Microsoft Excel

*June 2018-April 2019*

Invoice Accelerator Specialist • AvidXchange

- Sold a fast payment solution for suppliers to optimize their cashflow.
- Using internal payment data, I would consult with supplier customers on how they can be paid more efficiently than receiving paper checks.
- Responsible for a long sales cycle that included consistent follow-ups and disqualifying leads.
- Advised supplier customers on how to set up their portal to have visibility into their payables.
- Collecting feedback from customers geared towards ensuring correct language in our call script.
- Assisted in revamping the onboarding training for new hires.

**Skills:** Presentation Skills · Inside Sales · Quota Achievement · Data Analysis · Cold calling

## Communication

Implemented a process around technical documentation for the NetSuite product line. This communication spanned across the sales, customer onboarding and customer support teams on a monthly cadence.

## Leadership

Mentored NetSuite Implementation Specialists to ensure that all knowledge gained through active implementations, research and testing of the NetSuite bundle were shared across the team.