

Tyler Bury
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Professional Summary

Seasoned business professional with a proven track record of success for 10 plus years. Excels at prospecting, building on-going relationships, creating solutions, closing deals and exceeding expectations. Highly driven in growing revenue and getting results.

Qualifications

- Expertise in sales process from prospecting through closing business
- Strong understanding of business operations
- Self-motivated to drive results
- Excellent organizational skills
- Skilled in building and maintaining on-going customer relationships

Work History

Club Colors

- Corporate Sales Manager July '19 – April '20
- Managed a team of 8 Brand Advisors with books of business from \$500k to \$1.25mil
 - Assisted with maintaining current book of business and obtaining new business
 - Lead high level conversations with clients to assist closing large deals
 - Lead conversations with new clients to sign 4 new contracts totaling \$1mil of annual revenue
 - Directed team into reaching budget 8 straight months with average GPM of 39.6%
 - Developed new sales reporting for management to run off
 - Introduced different mindset and sales techniques for team to succeed
 - Laid off April 1, '20 due to COVID-19

Arthur Clesen, Inc,

- Regional Sales Representative January 18' – July '19
- Proactively seeking new accounts in Illinois/Wisconsin
 - Manage current customers and effectively retain business
 - Build relationships with past customers to regain their business
 - Consistently over achieve sales goals set by sales manager

Routeware, Inc

- Regional Account Executive, Enterprise Level March '17 – November 17
- Proactively target accounts in Midwest Region
 - Construct presentations and execute live demos for potential customers
 - Effective in building relationships with key decision makers to close deals and drive revenue
 - Customize our solution to bring highest value to potential clients
 - Manage current customers ensure high quality of customer satisfaction

Teletrac Navman

- Customer Account Manager, Major Opportunities January '16 – March '17
- Manage accounts 35-199 units in their fleet
 - Proactively manage U.S. customer base to ensure customer satisfaction
 - Prevent churn
 - Promote services and products to drive revenue
 - Leader on 2G campaign – upgrade 25k units across U.S.

FleetSharp – Agilis Systems

- Regional Sales Manager August '15 – November '15
- Managed a team of Business Development Representatives
 - Maintained #1 sales professional rank inside the company
 - Retained clients at an 85% rate
 - Managed accounts and provided customer service
 - Provided projection reports for the Director of Sales to use in Executive meetings

- Regional Account Manager September '14 – August '15
- Ranked #1 sales professional out of 24
 - Excels at reaching and exceeding sales goals
 - Average closing percentage of 55%, industry standard is 40%
 - Skilled at executing clients contracts
 - Effective at prospecting and consultative sales focused on clients' needs
 - Successful at customizing solutions to bring value to clients

- Business Development Representative March '14 – September '14
- Ranked #1 in Business Development Representatives for Outside Sales
 - Exceeded sales quota every month
 - Succeeded in creating opportunities for different type of industries
 - Effective in building relationships with key decision makers to close deals and drive revenue
 - Expertise in selling in all verticals of target markets
 - Tradeshow Sales Representative
 - Launched tradeshow initiatives and became lead sales representative to attend shows
 - Effectively run demonstrations and sell on the spot
 - Excellent follow up skills to convert attendees to clients

All-American Enterprise Naturescaping

- Co-Owner/Operator August '09 – December '13
- Built company from ground-up and sold company for a profit
 - Managed and led up to 8 employees March-November
 - Maintained and then sold a client booklet of 45+ clients
 - Landscape design, tree service and removal, snow plowing – 20+ clients

- Crystal Lake Country Club, Crystal Lake, IL June '07- February'09
- First-class member service; outside service supervisor; caddie master; receiving and inventory
 - 150+ lessons to all levels of golfers
 - Junior Golf Coordinator (100+ juniors)
 - Tournament operations

- The Gateway Tour Player January '07-May '07

The Boulders Golf Resort, Carefree, AZ

June '05- October '06

- Outside Service
- Asst. Golf Professional

Landscaping and Maintenance Coordinator, Cary, IL

August '02- December '04

- Managed twelve employees, sixty weekly lawn maintenance clients and snow removal in the winters

Education

January, 2004-April 2005

SDGA- The Golf Academy of Arizona, Chandler

Associate of Applied/Occupational Business Degree

Program: Golf Complex Operations and Management

Related Experience/ Volunteer

Volunteer, Village of Trout Valley

August '09 – Current

Tournament Volunteer, fundraisers for Cary Police Department and Special Olympics

Additional Skills

- Salesforce
- Microsoft Excel
- Microsoft Word
- Pardot
- Join.me
- Gotomeeting
- Powerpoint
- Spin Selling
- AS400
- WPCRM