

Tyler Tworek

Technology Sales Professional

Summary

I'm an expert relationship manager with experience in direct sales and partnership roles. I excel in technical environments collaborating with product, marketing and sales teams. I'm a sales consultant, product expert, and strategist who enjoys learning new things and sharing them with others.

Experience

Billtrust / Account Executive and Team Lead

January 2018 - Present Boulder, CO

- Reported directly to the Founder and CEO of Second Phase, LLC (pre-acquisition) for 3 years as a key contributor to product strategy, partnerships, marketing, and customer sales in a small agile software development environment of 25-50 contributors as we scaled the organization.
- Worked closely with Marketing to drive product marketing campaigns for both new logo prospects and existing customers.
- Collaborated with product development, implementation, support and sales teams to evaluate costs, feasibility, customer demand and competitive solutions in order to propose product design, technical requirements and pricing as a key member of the product roadmap team
- Contributor to the eCommerce Leadership Team driving strategic initiatives across all departments post acquisition
- Managed account managers working opportunities in SMB and Corporate Segments.
- Consistently achieved quota targets exceeding 120% to goal in 2021.

Spectra Logic / Channel Sales Manager, Latin America

July 2016 - January 2018 Boulder, CO

- Drove the sales cycle of private cloud storage solutions to new logo prospects and existing customer implementations through channel resellers across Latin America in a spanish speaking role.
- Developed and managed a network of channel partner relationships and resellers in the Media and Entertainment and General IT verticals.
- Responsible for the entire sales cycle from lead to close, managing a long and complex sales process for six-figure opportunities to achieve a \$1.1M GP Quota
- Presented at trade shows to represent Spectra Logic as a thought leader in the private cloud data storage industry and to connect with new partners and end user prospects.

Experience

Metro Sales / Account Executive and Digital Print Production Specialist

June 2015- July 2016, Minneapolis, MN

- Prospected for sales opportunities in the Minneapolis metro and surrounding areas working with C-level executives and business owners
- Conducted consultative sales meetings to qualify prospects, assemble proposals, and ultimately negotiate and close sales with high profit margin to achieve more than 200% of annual quota..
- Supported the entire sales team in the production segment by facilitating needs analysis appointments, recommending products for proposals, and giving full Fiery software solution demonstrations

Projects

JobSimple / Co-Founder

2017-2019 Boulder, CO

- Led the product vision for our team at the ETH Denver hackathon event where we won more awards than any other team at the event
 - Impact Track Winner – Sponsored by Unicef Ventures
 - Best Media Headline – ETH Denver
 - Best Use of ETHlend SDK – Sponsored by AAVE
 - Most Creative Tegula Use Case – Sponsored by Imbrex
 - Best user-friendly DApp using Fortmatic for identity Management - Sponsored by Fortmatic
- Co-founded a multi-member LLC and attended and presented at the Blockchain for Impact Conference hosted at the United Nations in New York City

Onsite Climbing Holds / Owner and President

2017- Present – Boulder, CO

- Acquired the business as a sole-proprietor and converted the company into a Multi-Member LLC with two partners 1 year later.
- Drove annual revenue growth over 300% since acquisition.
- Managed all strategic partnerships and daily operations.
- Empowered new artists to enter the climbing industry as professional shapers through a mentorship program with established industry leaders

Education

University of Wisconsin - Eau Claire / Bachelor of Arts

Eau Claire, WI

- Graduated with honors as a double major in English Linguistics and Spanish with a Minor in Teaching English as a Foreign Language.
- Studied Abroad in Spain to gain Spanish fluency and taught English in Manizales, Colombia as a curriculum developer for Centro Colombo Americano.