Tyler Robinson

Inside Sales Representative | Sales Associate

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PROFESSIONAL SUMMARY

Inside sales representative in a first quota-carrying role, selling scheduling software to small home-service businesses by phone and video. Finished the last four quarters at or above quota. Strong at cold outreach, quick demos and following up until a clear yes or no.

PROFESSIONAL EXPERIENCE

Oak City Field Software · Raleigh, NC **Jul 2024 — Present**

Inside Sales Representative

- Closed $312,000 in new annual recurring revenue over the last 12 months, reaching 104% of quota and finishing third of 14 reps in the most recent quarter.
- Make 60 to 80 calls and emails a day to plumbing, HVAC and cleaning businesses, booking about 25 qualified demos a month from self-sourced outreach.
- Shortened average sales cycle from 32 to 21 days by sending a one-page pricing summary right after demos and booking the decision call before hanging up.
- Built a Spanish-language call script with marketing, opening a segment of owner-operators that the team had not reached before.

Triangle Outdoor Supply · Durham, NC **Aug 2022 — Jun 2024**

Sales Associate

- Advised customers on camping and climbing gear while finishing a degree, ranking first in store for attached sales of service plans for two quarters.
- Ran product clinics on weekends for groups of up to 20 customers, which the store manager credited with higher footwear sales.

EDUCATION

BA, Communication Studies **2024**

Tar River State University

SKILLS

Technical: Cold calling, Email prospecting, Discovery calls, Product demos, HubSpot CRM, Pipeline management, Objection handling, Short-cycle closing, Customer onboarding handoff, Spanish (conversational)

Certifications: HubSpot Inbound Sales Certification