

# TYLER LOONEY

ACCOUNT EXECUTIVE | B2B TECHNOLOGY | NEW BUSINESS DEVELOPMENT

📞 +1 (205) 613-2175

✉️ tylerlooney2175@gmail.com

🌐 @tylerlooney

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- HUNTER MENTALITY
- COMPETITIVE
- STRATEGIC THINKER
- COACHABLE
- RELATIONSHIP-DRIVEN
- PROVEN LEADER
- TECH SAVVY
- SELF-MANAGED

**LET'S GROW YOUR BUSINESS!**

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## ABOUT

High-potential Account Executive with B2B business technology experience and a strong consultative selling foundation. Combines customer-facing and operational experience with elite leadership as an **All-American collegiate football captain**, bringing the discipline and competitiveness to build pipeline and win new business.

## ACCOMPLISHMENTS

- Supported **new customer acquisition efforts** in a B2B technology environment
- Participated in **business negotiations** resulting in closed sales
- Developed strong product knowledge to support discovery conversations
- Earned **All-American honors** in collegiate football
- Selected as **Varsity Team Captain** (multiple teams)
- Recognized for reliability, preparation, and execution under pressure
- Certified "Selling B2B to Win" Sales program

## SKILLS

Sales & Communication | Problem Solving | Relationship Building | Leadership  
Time Management | AI Platforms | Microsoft Excel & PowerPoint | Coaching  
IT Hardware & Software | Customer Service | Self-Managed

## WHY TYLER

- Built to prospect, compete, and win
- Comfortable with pressure, quotas, and accountability
- Strong foundation to ramp quickly in a hunter role
- Proven leadership and work ethic

## EXPERIENCE

### Sales & Client Engagement Experience

- Assisted in customer interactions related to product availability, order status, and service coordination
- Participated in a business negotiation resulting in a completed sale
- Supported account management efforts by maintaining organized inventory and documentation



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## EXPERIENCE

### Operations & Sales Support Associate

3 Years

Impression Solutions

- Supported sales operations for a business printing solutions company by coordinating inventory, supplies, and order fulfillment
- Managed stock levels for printers, parts, and consumables to ensure uninterrupted customer service
- Assisted with shipping and receiving for client orders, service replacements, and equipment deliveries
- Communicated with internal teams to align customer needs with available products and timelines
- Contributed to sales success by ensuring accurate order processing and on-time delivery
- Developed product knowledge across printing equipment and consumables to better support customer interactions

### Leadership Experience

- Selected as team captain across multiple competitive athletic programs, demonstrating accountability and performance leadership
- Led small operational teams, ensuring productivity, communication, and deadline completion
- Mentored and coached youth teams, reinforcing discipline, teamwork, and goal-oriented performance

## HONORS & AFFILIATIONS

Phi Theta Kappa Honor Society | President's List | Dean's List | All American Athlete

## EDUCATION

### Bachelor of Science | General Business

University of Alabama | Culverhouse College of Business

- Graduated with GPA of 3.0

East Mississippi Community College

- Completed coursework toward business degree

## SALES-FOCUSED COURSEWORK

Selling B2B to Win Certification | Professional Selling & Business Communications  
Sales Strategy & Negotiation | Customer Relationship Management (CRM)  
Business Strategy & Decision Making