

TYLER CAREY

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EXPERIENCE

JANUARY 2021 – PRESENT

ASSOCIATE TERRITORY MANAGER ONCOLOGY AND VASCULAR CARE, BECTON DICKINSON MEDICAL

Responsibilities:

- Protect, grow, and acquire new business in the non-Acute space
- Drive distribution rep relationships in the non-Acute space
- Conduct in-services, presentations, evaluations, conversions, VAM's, and allocations
- Manage relationship with MTMC to help drive business in the non-Acute space
- Maintain and update sales funnel with 85% accuracy of close/won business

Results:

- Converted \$530,000 in new business
- Finished 2nd (out of 10) in our Accelerate ATM Non-Acute SPIFF competition in FY21
- Conducted 13 VAM Assessments which lead to new opportunities across region
- Performed 9 evaluations valued at \$1.35M
- Played a pivotal role in saving over \$2M worth of business at Emory Healthcare
- Assisted Territory Managers in the Southeast region with in-services, presentations, evaluations, conversions, VAM's, and allocations which resulted in the SE Region finishing in 2nd place
- Completed professional sales training courses on SPIN Selling and Virtual Selling

SEPTEMBER 2019 – JANUARY 2021

OUTSIDE SALES REPRESENTATIVE, UNIFIRST CORPORATION

Responsibilities:

- Acquire new business accounts
- Develop sales strategies and maintain high productivity levels
- Call on businesses in person, from major corporations to small companies
- Conduct presentation meetings with potential clients as needed
- Negotiate sales contracts and oversee new account installations
- Utilize Microsoft Dynamics to track all sales and manage sales funnel

Results:

- Generated \$742,000 in new business in FY2020 via 100% cold calling
- Ranked number 1 (out of 9) as an Outside Sales Representative for the Greater Atlanta region
- Finished 7th out of 104 versus outside sales representatives with my tenure in FY20
- Successfully sold a new account for 37 out of 39 weeks in FY20
- Sales champion for Q3 FY2020

APRIL 2018 – SEPTEMBER 2019

ASSOCIATE TENNIS PRODUCT/ MARKETING/ SALES MANAGER, MIZUNO USA

Responsible and accountable for the growth and profitability of the tennis category in the United States.

Results:

- Successfully achieved 2018 annual advertisement and promotion budget of \$110,000
- Developed Point of Purchase program to drive sell through of Mizuno products in USA
- Developed new shoe line for 2020 North America launch
- Successfully launched a detailed marketing plan to help drive sell through of our Spring/ Summer line. i.e., Online ads, email marketing, social channels, magazine ads, Google AdWords
- Successfully opened ten new accounts and delivered \$270,000/100% of revenue target in 2018
- Implemented a new sales distributorship strategy that delivered \$650,000 of revenue for Spring/Summer 2019

AUGUST 2015 – APRIL 2018

FIELD MARKETING MANAGER/ SALES REPRESENTATIVE, BABOLAT

Executed Babolat's sales/ marketing strategies and plans across the United States using a grassroots approach.

Results:

- Provided on-site support at junior and professional tournaments to help sell Babolat's products which resulted in over \$100,000 of sales
- Opened 8 new Bronze level accounts with the first orders being between \$1,000 - \$12,500
- Set up 12 B2B accounts resulting in over \$20,000 in sales
- Developed and implemented Babolat's College Club Tennis Program for the East Region which resulted in over \$15,000 in sales

EDUCATION

MAY 2015

UNIVERSITY OF MARY WASHINGTON

BACHELOR OF SCIENCE, BUSINESS ADMINISTRATION

HONORS

- National ITA/Arthur Ashe, Jr. Sportsmanship & Leadership Award 2015
- NCAA Tennis All-American 2013 & 2015
- University of Mary Washington (UMW) Alex Naden Award for Leadership, April 2015
- 4-year member/starter on UMW Men's tennis team. Team captain 2014 & 2015
- Capital Athletic Conference Men's Tennis Player of the Year 2013, 2014, & 2015
- VaSID College Division Player of the Year 2014 & 2015

ACTIVITIES

- Friends of Jaclyn Foundation Coordinator at UMW 2014 – 2015
- Student Athletic Advisory Council (SAAC) Advisory Board Member 2013 – 2015
- UMW Leadership Academy 2014
- Boys & Girls Clubs of America – Volunteer November 2012 to 2015