

Tyler Stebbins

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Experienced in sales and marketing for technology solutions and services with San Francisco Bay Area companies.

CURRENT:

NTT

Senior Client Manager

12/2018 to Current

- Generating Pipeline through strategic product and solution presentations to customers.
- Building vendor partnerships for cross-architectural support and services through mutual go-to-market initiatives.
- Coordinating cross-functional NTT subsidiaries for customer opportunities.
- Presenting Cisco engagement curriculum for field sales teams to increase partnership productivity.

PAST:

Cisco

Territory Account Manager

1/2017 to 12/2018

- Drove customer technology conversations; data center, networking, security and collaboration.
- Collaborate with multi-architectural teams to develop product and service positioning for customers.

Cisco

Product Sales Specialist

8/2016 to 1/2017

- Evangelized data center solution go-to-market strategies for sales and channel teams.
- Formed data center, cloud, and application solution marketing communication for Cisco and partner sales organizations.

CliQr (Acq. by Cisco in 2016)

Customer Marketing Manager

1/2016 to 8/2016

- Built rapport with CloudCenter customers to increase renewals, referrals, and additional feature adoption.
- Tasked to communicate CloudCenter roadmap release updates, integrations and features.
- Partnered with CliQr engineering and product teams to design customer facing collateral.

CliQr

Sr. Territory Development Manager

11/2014 to 1/2016

- Designed prospecting operations, tools, and reporting metrics for executive leadership and investors.
- Aligned with executive marketing for demand generation strategies, prospecting, and content.

Dell

Product Specialist 2

1/2014 to 11/2014

- Wrote go-to-market material, product content, and programs for sales enablement.
- Lead Cloud Client Computing solution portfolio demos, calls, and presentations.

Dell

Product Specialist 1

2/2013 to 1/2014

- Gave product and solution overviews to customers, VARS, and distribution partners.
- Supported field teams by generating and closing customer opportunities.

Indeed

Account Executive

9/2012 to 2/2013

- Selected for team focused on Staffing Services segment to generate targeted revenue opportunities.
- Guided prospect customers through product demonstrations of pay-per-click advertising solutions.

Insight Global

Technical Recruiter

12/2011 to 9/2012

- Established candidate requirements for applicant skills and qualifications.
- Placed candidates for technical employment opportunities.

Google

Global Online Advertising Associate

7/2011 to 10/2011

- Qualified for select team on Global Advertising and Product Operations (GAPO) team for Google Analytics quality testing.
- Provided qualitative analytics of Google AdSense customers through manual classifications.

ACCOMPLISHMENTS:

- 200% increase in Net New Customers - NTT
- Authored Cisco Engagement Curriculum - NTT
- 109% FY18 Bay Area Territory Quota Attainment - Cisco
- Designed Cloud Curriculum for Cisco Sales - Cisco
- 300% Increase in Net New Customers - CliQr

EDUCATION:

Point Loma Nazarene University

12/2011

B.A. Managerial and Organizational Communication
Persuasion, Principles of Marketing, and Leadership.

SKILLS:

Sales, Marketing, Strategic Communication, Solution Selling, Account Management, Go-To-Market Strategies and Content, Data Center, Networking and Cybersecurity.