

R. DONOVAN TYLER

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SENIOR SALES & BUSINESS DEVELOPMENT PROFESSIONAL

Increased established territory by 700% and built new business venture into multimillion-dollar enterprise

Corporate and entrepreneurial sales professional constructively engaged in opening new market territories, developing cutting-edge business opportunities, and creating inaugural market shares in fluctuating economies. Breadth and depth of experience includes 15-year background designing, initiating, and integrating forward-thinking product and service programs that maintained an average 50+% profit margin. History of benchmarking applications that raise the bar for industry standards.

Areas of Knowledge:

Contract Negotiations ~ Territory Expansion & Maintenance ~ Strategic Planning ~ Revenue Growth ~ New Business Opportunities ~ Emerging Business Trends ~ Team Leadership ~ Market Penetration ~ Key Account Management ~ Customer Relationship Management ~ Customer Needs Assessment ~ Profit Maximization ~ Strong Presentation Skills

CAREER PROGRESSION

QUALITY OUTDOORS, INC., Kansas City, Missouri.....**1994–Present**

First of its kind “one-stop” exterior services business integrating all aspects of outside construction into one service model.

President / Principal

Direct budgeting, financing, sales and marketing, and publicity for innovative entrepreneurial venture generating \$1.7M in annual sales. Manage day-to-day operations incorporating all exterior aspects of commercial and residential new construction and remodel projects from cradle-to-grave. Build and negotiate alliances and coordinate activities of 86 cross-industry subcontractors.

- Highlights:**
- Grew niche business from ground zero to a multimillion-dollar enterprise. Contended head-to-head with global competitors and carved a market for a unique “one-stop” industry solution.
 - Forged key relationships with top-level decision makers throughout the community and developed a well-respected reputation within the construction industry.

MOBLEY, INC., Kansas City, Missouri.....**1989–1994**

An integrator of security systems and services including bank vaults, vault doors, security filing cabinets, field safes, and data storage containers. Company’s assets recently merged into Diebold, Inc., an \$8.8MM global leader in security systems.

Senior Marketing Representative

Hired to maintain and grow established statewide territory after promotion of previous long-time marketing representative. Managed manufacturing specifications and sale of leading edge bank equipment, vault doors, bullet resistant glass, and other products that added convenience, flexibility, and increased productivity for banks, casinos, and other organizations. Collaborated with company leaders and architects to design and improve functionality of new construction and remodeled interior layouts. Managed relationships from initial sale to project completion.

- Highlights:**
- Increased territory sales by 650% (from \$200K to \$1.5M) in less than 5 years. Penetrated new territories in neighboring states and uncovered untapped customers in existing market.
 - Earned position in top 3% of Pinnacle Club for 4 consecutive years — a global sales award.
 - Teamed up with engineers to develop a cutting-edge niche market for an integrated pneumatic tube system technology, taking a direct market share away from a global leader in pneumatic systems.
 - Improved organizational efficiency and productivity and reduced errors by identifying first-ever automated vault system concept to track and report currency.
 - Met the challenge to improve delivery schedules by establishing relationships with factory personnel.

CAREER PROFESSION *(continued)*

SECURITY EQUIPMENT, INC. (SEI), Des Moines, Iowa.....**1987–1989**
A privately owned full-service commercial and home security company with \$7.2 million in sales in 2000.

Branch Manager

Launched a satellite office for an Omaha-based full-service residential and commercial security firm offering diverse residential and commercial fire and intrusion alarm systems, U.L. central station monitoring service, closed circuit television (CCTV), access-control systems, fingerprint and retinal scans, and more. Managed budget, marketing, and inventory. Developed relationships

- Highlights:**
- Grew sales from zero to \$700K in less than two years by ignoring obstacles and penetrating a mature Des Moines market blanketed by established industry leaders including Honeywell and others.
 - Secured a key account with Fortune 500 Principal Financial.
 - Researched and purchased capital equipment including 5 company vans. Located, interviewed, hired, and monitored a 5-member local installation team.

PROFESSIONAL TRAINING / ADDITIONAL INFORMATION

Bachelor of Science, Business, Iowa State University, Ames, Iowa 1986

Hold a current OSHA Certification

Outward Bound West, Leadville, Colorado

A 30-day adventurous, challenging, and rewarding wilderness expedition