

TYLER J. BRANDT

TERRITORY SALES · NEW ACCOUNT ACQUISITION

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PROFESSIONAL SUMMARY

Outside sales representative with nearly three years of territory ownership in a relationship-driven, referral-heavy construction market. Collegiate sales competition finalist and four-year Division I athlete with a record of opening new accounts, reviving dormant ones, and outworking a large peer group. Pursuing a long-term producer career in insurance and risk management.

PROFESSIONAL EXPERIENCE

Territory Sales Representative

Jan 2025 - Present

Gulf Coast Building Supply — Daytona Beach, FL · Building products distribution, 41-rep sales force

- Opened **22 new accounts in 18 months** and grew assigned territory revenue **34%**, from \$1.10M to \$1.47M.
- Ranked **3rd of 41 representatives** in new account acquisition for 2025; finished the year at 112% of territory plan.
- Sell to general contractors, custom home builders, and remodelers; walk job sites, quote takeoffs, and defend pricing against two national competitors.
- Reactivated six dormant accounts worth \$210K in annual purchases by rebuilding relationships with purchasing managers after a service failure under the prior rep.
- Built a standing Friday morning route of 10 jobsite visits, which produced 40% of new account starts.

Inside Sales Representative

Jun 2024 - Jan 2025

Gulf Coast Building Supply — Daytona Beach, FL

- Handled counter and phone orders for 120 active accounts; promoted to an outside territory after seven months, the fastest promotion in branch history.

Business Development Associate

Jun 2023 - May 2024

Sunstate Fleet Services — Orlando, FL · Commercial fleet maintenance

- Cold-called fleet and operations managers to set appointments for senior reps; averaged 80 dials per day and hit **140% of appointment target** in final two quarters.
- Contributed to \$340K in sourced pipeline; recognized as rookie of the quarter, Q1 2024.

Departed to accept an outside sales opportunity closer to home in Volusia County.

Operations Assistant (family business)

Jan 2023 - May 2023

Brandt Landscape & Irrigation — DeLand, FL

- Managed scheduling and customer accounts for a six-employee residential and light-commercial crew during a family medical leave; grew recurring maintenance contracts from 34 to 47.

EDUCATION

Stetson University — B.B.A. Marketing, Professional Sales concentration, December 2022 · DeLand, FL · GPA 3.41

2nd place, national collegiate sales role-play competition (2022) · NCAA Division I Baseball, four-year letterwinner and senior team captain · Worked 20 hours per week throughout college

LICENSING, SKILLS & INVOLVEMENT

Insurance licensing: None held. Completed Florida 2-20 General Lines pre-licensing coursework July 2026; exam not yet scheduled.

Systems: Salesforce, Epicor BisTrack, Microsoft Office Suite.

Community: Volunteer assistant coach, DeLand High School baseball; member, West Volusia Builders Association.

Other: Valid Florida driver's license, clean MVR, reliable personal vehicle.