

Taber A. Tyrrell

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WORK EXPERIENCE

Intelligems, Growth Account Executive

April 2026 - Present

- Managed complex commercial engagements from customer acquisition through expansion for mid-market and enterprise SaaS customers with \$30K–\$100K ACVs
- Partnered with founders and executive stakeholders to identify revenue growth opportunities and align platform capabilities with strategic priorities
- Built executive business cases using customer data, ROI analysis, and operational metrics
- Collaborated with Solutions Engineering, Product, Marketing, and Customer Success to improve onboarding and adoption
- Identified expansion opportunities by analyzing customer usage patterns and business objectives
- Maintained CRM hygiene and pipeline accuracy while forecasting opportunities

Gold Insurance Agency, Managing Partner

October 2023 - March 2026

- Helped scale annual revenue from \$1.1M to \$3.4M through improvements in commercial strategy, customer acquisition, and operational execution
- Built scalable sales processes, onboarding programs, and operating playbooks supporting growth from 7 to 41 revenue team members
- Built and managed a \$300K+ annual book of business, focusing on retention, expansion, and long-term customer value.
- Developed standardized operating procedures, performance metrics, and coaching frameworks
- Partnered with leadership to optimize territory coverage, workflows, and productivity

Triple Whale, Commercial Account Executive

May 2022 - August 2023

- Averaged a 117% monthly ARR goal
- Finished as the top 3 rep every month
- Closed over a 150 new named opportunities
- Focused on businesses of all sizes, majority of those being Enterprise level companies
- Worked with top Ecommerce brands, managed C-suites from different departments

Klaviyo (IPOed 2023), Account Executive

June 2020 - May 2022

- Averaged a 108% monthly ARR goal during my tenure in the role
- Closed over a 170 new named opportunities
- Focused on the SMB market as a new name hunter
- First Business Development Rep to be double promoted to Account Executive

Salsify, Account Manager

January 2020 - April 2020

- One of two selected for a promotion from a pool consisting of the other top 11 Business Development Representatives
- Demonstrated strong communication skills to present the progress of monthly/quarterly initiatives to external/internal stakeholders
- Developed new upsell opportunities with my customers accounts and identified areas of improvement to build out robust pipeline
- COVID Layoff

Senior Consultant

April 2018 - December 2019

- Identified, researched and managed prospective client opportunities for businesses with greater than \$300 million in revenue
- Worked with Sales Reps for seamless hand-offs of qualified leads to ensure best outcome of identified opportunities
- Exceeded goal last seven consecutive months; managed effectively through change in territory assignment
- Qualified for Quarterly Winnings Event Q4 2018 (100%), Q3 (114%) and Q4 (106%) in 2019
- Sourced 20 deals valued at a total of \$818,000 average of \$40,900 on top of booking 220 lifetime meetings

EDUCATION

Ithaca College

Bachelor of Science in Business Administration

· Major area of Concentration: Management

Ithaca, NY

May 2016

Anglo American University

Study Abroad Program

Prague, Czech Republic

February - May 2014

TECHNOLOGY

Salesforce, HubSpot, Gong, Attention, Apollo, Nooks, Python, Clay, Outreach, Salesloft, ZoomInfo, LinkedIn Sales Navigator, Excel, Microsoft Office, Google Workspace, Slack, Notion, Asana, Monday.com , Jira & Claude.