

Timothy P. Cummins
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Education

Central Methodist University | Bachelor's of Science
May 2012

Professional Experience

2U Inc.

Sept 2015- Nov 2022

Denver, CO

Senior Account Executive

Jun 2022-Nov 2022

- Consistently surpassed all revenue based expectations, achieving 2.6 times the average quota.
- Consistently exceeded management sales goals by 30%-50%.
- Supported management in development of sales rep, onboarding of new hires, execution of new processes, and day-to-day tasks while maintaining position as top performer.
- Restructured and implemented revisions for outreach email strategy to increase top funnel conversions.
- Conducted one on one discussions with Admissions Counselors on team to discuss performance, morale, and career development.

Account Executive II

Jul 2020-Jun 2022

- Led weekly team meetings focusing on strategic approaches for moving applicants through our recruiting life cycle.
- Reconstructed Objection Handling and Building Rapport trainings for all new Admissions Counselor hires.
- Served as an intermediary between Admission Counselors and management, troubleshooting questions and conflict.
- Managed all execution of webinars including training on hosting, technology, and presentation.

Account Executive

Sept 2015-Jun 2020

- Acted as project manager by following up with the applicant, references, and application coordinators to assist in successfully completing applications and enrolling students to meet quarterly sales goals.
- Mentored and trained new hires to fully understand duties and processes of the Admissions Counselor role.
- Utilized Tableau to run reports on prospects to identify and analyze new and existing opportunities.
- Collaborated with our Director of Ops to independently streamline our Class Visit Schedule and process.

Dodge City Community College

Aug 2014-Aug 2015

Dodge City, KS

Assistant Football Coach

- Coached Running backs during individual drills.
- Led Film sessions and provided feedback on areas of improvement.
- Recruited student athletes Kansas, Colorado, Utah, and Arizona.

Gremark Technologies Inc.

May 2012-Aug 2014

Chicago, IL

Account Manager

- Cold called businesses to grow my book of business.
- Served as main point of contact in all matters related to client concerns and needs.
- Built and strengthened client relationships to achieve long term partnerships.
- Maintained accurate client records, keeping track of any contract updates and renewals.

Additional Skills

Proficient in Tableau, Intercom, Microsoft Office Suite, Salesforce

