TIFFANEY WALKER

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EDUCATION

Miami University
2016 - 2020

Bachelor of Arts, Strategic Communication
Bachelor of Creative Arts, Fashion Entrepreneurship

SKILLS

Sales & CRM
Solution Selling, Consultative Selling, Salesforce, Dynamics 365

Channel & Partnerships
Channel Partner Management, Co-Selling, Partner Enablement, Joint Business Planning

Technical Expertise
IT Services, Cloud Solutions, Managed Services

Business Strategy
Sales Operations, Strategic Planning, Customer Prospecting & Retention

Soft Skills
Cross-Functional Collaboration, Relationship Building, Communication, Organization

SUMMARY

Customer-focused professional with bartending and high-volume service experience, plus 6+ years in customer-facing sales. Seeking bartender roles where strong service, speed, and relationship-building create a great guest experience.

WORK EXPERIENCE

HP Inc. | Acquisition Account Manager
2023 - 2026

- Led acquisition initiatives across SLED sectors in GA and FL, securing new business and expanding market presence
- Forged strategic partnerships with key SLED decision-makers, driving high-value opportunities and revenue growth
- Partnered daily with channel partners to grow relationships and strengthen HP's market position
- Coordinated with external partners to deliver solution sales addressing client requirements
- Drove 20% YoY growth in PC and Print revenue, increasing territory sales from $5.1M to $6.2M
- FY26 H1: Attained 105% of quota with $1.6M PC and $700K print

Dell Technologies | Services Account Executive
2022 - 2023

- Managed acquisition territory across Southeast and Gulf Coast, driving new logo growth
- Identified and closed net-new business opportunities, accelerating YoY revenue growth
- Developed strategic service solutions to optimize system design and process efficiency
- Delivered high-impact presentations to high-level decision makers to streamline IT services

Dell Technologies | Inside Services Sales Rep II
2020 - 2022

- Led strategic initiatives for Dell Services, positioning key offerings that drove revenue
- Built trusted relationships with high-level stakeholders, aligning solutions with business needs
- Provided consultative expertise, enabling public sector clients to optimize IT environments
- Exceeded FY21 quota (131%), driving 148% YoY growth in professional services revenue
- Exceeded FY22 targets: 229% deployment and 153% professional services

BARTENDING EXPERIENCE

Brick Street Bar | Bartender
2018 - 2020

- Delivered exceptional service in one of Ohio's busiest college bars in a high-volume environment
- Prepared and served beer, wine, cocktails, and mixed drinks with speed and accuracy
- Managed POS transactions, cash handling, tabs, and end-of-shift reconciliation
- Collaborated with staff and management to ensure efficient service and great guest experience
- Maintained a clean, organized, fully stocked bar adhering to responsible alcohol service standards