

# DYLAN HARVILL

Austin, TX • 512.517.2732 • Dylan\_Harvill@yahoo.com • www.linkedin.com/in/dylanharvill/

## PROFILE

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Sales Management and Sales Operations Specialist experienced in driving revenue through optimizing sales and operational processes, third party partnership onboarding, strategic growth initiatives, data-driven pricing and margin optimization, and cross functional collaboration across sales, finance, and product marketing teams.

## PROFESSIONAL EXPERIENCE

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### ENTERPRISE SALES MANAGER – CHANNEL SALES

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1/2024 – 2/2026

- Integrated the Enterprise Home Décor business unit into the Enterprise Channel Division.
- Created the product and pricing strategy for the division's largest Enterprise partnership forecasted at \$20MM in the first 5 years.
- Helped integrate the business unit into the larger network of sister companies enabling the selling potential/product offering by 10x.

### ENTERPRISE DIVISION MANAGER – HOME DECOR

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09/2017 – 12/2023

- Created and grew the Enterprise Canvas/Re-Seller business unit as a profitable revenue stream.
- 1<sup>st</sup> year revenue = \$2.2MM, Increased revenue by 47% by year 3.
- Created scalable Marketplace (Shopify, Amazon) integration platform.
- Grew the Enterprise Canvas business unit from 2 to 16 accounts and from 1 to 3 employees.

### ENTERPRISE ACCOUNT MANAGER

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01/2012 – 08/2017

- Managed and scaled forty plus Enterprise level clients with a total of over \$500K in annual revenue.
- Drove initiatives to increase total client revenue by 62% (YoY) and total gross profit by 59% (YoY).

## EDUCATION

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The University of Texas at Austin – BA Corporate Communications

05/2000 – 10/2004

## SKILLS

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- Strategic account planning, growth, and retention.
- Process mapping and documentation.
- KPI development and performance tracking.
- Go-to-market operational strategy.
- Pricing and margin management.
- Client onboarding and enablement.
- Salesforce
- Shopify/Amazon Marketplace
- SQL