



TYLER BRUNK

Doer
DISC Type : ds

Director of Sales and Account Management at SLM Facility Solutions Nationwide
Easton, Pennsylvania, United States

Overview

Tyler Brunk is the Director of Sales and Account Management at SLM Facility Solutions Nationwide, where he leads his team in developing sales strategies and managing client accounts. He holds a Master of Arts from Texas State University and is recognized by colleagues as a great leader and mentor.

Outside of work, Tyler is a faith-driven husband and father who values spending quality time with his family. His background includes coaching womens golf at the university level and business development for a baseball academy, indicating a strong passion for sports and mentorship.

Unique fact: Tyler holds both a Mediator Certification and a Paralegal Certification.

Personality Overview

Strategic Planner **Fast-paced** **Deliberate Doer**

They exhibit a rare combination of being result-oriented but patient at the same time. They might take some time to make their mind up but once they do, they don't change it easily. Reading between the lines and seeing beyond your words comes naturally to them.

Topics They Care About

Leadership Philosophy
Believes a leader's impact is measured by their team's success, especially in their absence. He focuses on coaching, mentorship, and fostering continuous improvement within his team.

Faith and Family
Identifies as a "Faith-Driven Leader" and posts about the importance of family, highlighting that moments with them make his professional efforts worthwhile.

Facility Management

Focuses on helping clients manage day-to-day facility maintenance tasks to ensure compliance and peace of mind, collecting and analyzing data to keep projects on track.

Relationship Management

Enjoys connecting with clients, understanding their challenges, and working closely with them to provide effective solutions for their facilities to thrive.

Women's Empowerment

Expresses inspiration from female mentors who broke barriers in male-dominated industries and is passionate about carrying that legacy forward.

Coaching & Sports

Previously worked as an Assistant Women's Golf Coach at Texas State University and in business development for a baseball academy, showing a clear interest in sports.

Texas State Bobcats

[Predicted] He is an alumnus of Texas State University and previously worked there as a coach, suggesting a likely affinity for their athletics.



Media Appearances

Tyler has no verified media appearances

Work History

- 5-2024
Director of Sales and Account Management at SLM Facility Solutions Nationwide
- 3-2021 - 5-2024
Executive - Account Manager Department at SLM Facility Solutions Nationwide
- 4-2020 - 3-2021
Account Manager at SLM Facility Solutions Nationwide
- 7-2015 - 3-2020
Business Development Executive at All Star Baseball Academy
- 8-2014 - 6-2015
Assistant Women's Golf Coach at Texas State University

Education

- 2012 - 2014
Master of Arts (MA) from Texas State University
- 2009 - 2012
Bachelor of Arts (BA) from Commonwealth University-Lock Haven

More Information

Social Presence :



Prographics :

Exp : 13 Location : Easton, Pennsylvania, United States Job Level : Mid-senior

Designation : Director of Sales and Account Management at SLM Facility Solutions Nationwide

Insights For Selling To Tyler

👉 During A Call Or A Meeting

DO's

- You can spend time on BANT (or other qualification methodology) but keep it to the point
- Ask them at the end if they see a strong value prop in your product; expect an honest answer
- During followups, use phone or text if needed, they should be fine

DONT's

- Don't go over them unless you are left with no other option
- Don't focus too much on mutual contacts or bother about other stakeholders, focus on them
- Don't take their patience for granted, avoid long-winding sermons

👉 When Cold Calling

Insights

Pattern Interrupt: Confident style, with a mix of informality and formality gets their attention.

Pace: Speak slightly fast. Sound like a 'gets shit done' person.

Tone: Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

Tactics To Win: Strong words, focus on results, respectful confidence

Mistakes To Avoid: Apologizing, nervousness, information overload, social proof

Making The Ask: Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

Subconscious Driver: Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

Script

Greeting: Tyler, this is [user_fname] at [user_companynamewordstwowords].

Opener: In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

Introduction: We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

Ask: Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

Close: [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect_email] works well?

👉 When Writing An Email

Subject: To the point, formal

Example: Personalized sales funnel', 'Sales conversion' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No

Example: Skip lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Formally state your ask

Example: Something like 'If you are available tomorrow, shall we discuss this?'

Complimentary Close: None or standard

Example: Something simple like 'Thanks', 'Regards', or nothing at all.

Tone of Words: Confident with a formal touch

Overall Messaging: Focused on output

Length of Mail: Short

Example: Maximum upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Tyler is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Tyler

- *They will say no if they are not convinced but you will have to prompt them.*

Insights For Deal Planning

How Fast (Or Slow) Will Tyler Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Tyler Take Some Risk Or Not?

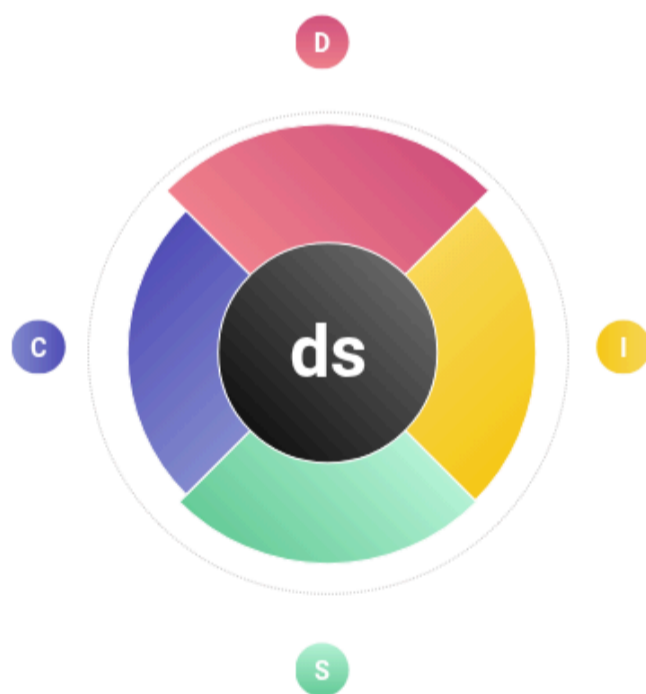
- *They have good risk tolerance but are likely to think it through once or twice.*

You And Tyler

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Tyler's Key Traits



DOMINANCE

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.

STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.