

Tynan Robert Murphy

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OBJECTIVE

My primary focus is to secure a position that allows me to utilize my education, experience, and qualified skills to help provide exceptional service for my company and their clients.
Specialties: Online Marketing, Project & Account Management, Client Relations.

EDUCATION

Kansas State University, Manhattan KS
Major: Advertising (A.Q Miller School of Journalism & Mass Communications)
Minor: Marketing (College of Business Administration)
Graduation Date: May 2010
Cumulative GPA: 3.2
GMAT Score of 490

University of Tulsa, Tulsa OK
Major: Business Administration
Attendance Period: August 2006 - May 2007

ACTIVITIES

- Career (2010 - Present)
- North Kansas City Business Council - 2012
 - Busines Network Intel (BNI) Parkville, MO - 2011
 - Co-Founder of Sample 2 Me, LLC - 2010
- College (2006 - 2010)
- KSU Sports Marketing Club - 2009
 - PRSSA Club at Kansas State - 2008
 - KSU The Wildcat 91.9 Radio - 2007
 - Tulsa Athletics Basketball Practice Squad - 2006
- High School (2003 - 2006)
- Olathe East Leadership Program Graduate - 2006
 - Olathe East Varsity Basketball - 2006

EXPERIENCE

TILPRO, Kansas City MO November, 2010 - Present
Vice President, Client Relations

- Responsible for most operating management activities for a small web agency. Started company's branding & market entrance. Collaborated with a cross functional team that included Designers, Programmers, & eMarketers to accomplish outlined tasks & deliver efficient web solutions. Primary roles included, but not limited to the following:
 - Account Acquisition: Contributed to business development activities, assisting with the new client acquisition process including; brainstorming on solutions and marketing methods, facilitating and presenting to small and large audiences, outlining and creating proposals, consulting client's questions regarding the proposed solutions.
 - Account Coordination & Project Management: Managed all phases of assigned projects including; requirements definition, project scope and estimation, creation of project plans, facilitation of project meetings, status reporting, resource management / deliverable management.
 - Account Management: Managed over 165 active clients, and supported over 230 active services. Responsible for maintaining client report, handling the upgrading of accounts, providing analysis and reports.In addition, assisted with custom graphic development and website development support as needed.

Adknowledge Inc, Kansas City MO July, 2010 - October, 2010
Account Executive

- Utilized my sales skills in performing business development for a new promotional product line for Adknowledge. Was responsible for generating leads through cold calling, prospecting and presenting for new clients. After exceeding my assigned quota on a monthly basis, I was asked to extend my role into account management which included the responsibility for negotiating promotional offers and maintaining deadlines to exceed client expectations.

QUALIFIED SKILLS

- 2 years experience working Video Productions (Final Cut Pro)
- 3 years experience in Web Development CMS (Joomla, WordPress, Magento)
- Professional presentation skills to small & large audiences
- Strong computer skills in Microsoft programs such as MS Word, Excel, Powerpoint, and Outlook
- Proficient in design software such as Adobe Illustrator, Photoshop, InDesign, Flash, and Keynote.
- Attention to detail and excellent communication, networking, and organization

REFERENCES

- Dave Talley 913.522.0381
Vice President at DST Output
- Scott Schlosser 913.428.2083
Account Executive at Spangler Graphics
- Steve Haynes 816.728.8099
General Manager of McCray Lumber Inc.