



Tim Tulloch

SymphonyAI's applications supercharge business growth & productivity across industries.

- SymphonyAI
- University of North Carolina at Chapel Hill

Riverside, Connecticut, United States · [Contact info](#)

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About

I love working with great, smart teams, and helping companies & clients build success. Experienced sales, marketing, and business development executive, with strong track record of helping clients meet their business goals. Have held positions ranging from pure marketing, to business development, to q ...see more

Activity

2,226 followers



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AI is revolutionising retail, and we're taking fuel station operations to the next level... ..show more



Shopper Analytics Give Convenience Retailers Fuel to Increase L...
symphonyai.com



22

1 comment

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Experience



Key Account Director

SymphonyAI · Full-time
Jan 2024 - Present · 6 mos
Fairfield County, Connecticut, United States · Hybrid

SymphonyAI Retail CPG, part of SymphonyAI, offers comprehensive AI-driven solutions in merchandising, marketing, and supply chain for glob...



Senior Account Executive

CommercelQ · Full-time
Apr 2022 - Jan 2024 · 1 yr 10 mos
New York City Metropolitan Area

CommercelQ helps brands win through retail ecommerce channels such as Amazon, Walmart.com, & Instacart, where 85% of all ecommerce...

SaaS Sales, Sales Prospecting and +5 skills



Enterprise Account Executive

Zaloni
May 2019 - Sep 2021 · 2 yrs 5 mos
Greater New York City Area

Acquired by Truist, Zaloni's "Arena" was a leading end-to-end DataOps and data governance platform, built on an agile foundation that improv...

SaaS Sales, Sales Prospecting and +5 skills



Enterprise Sales Representative

Reputation.com

Jun 2016 - May 2019 · 3 yrs
Greater New York City Area
Reputation is a B2B online reputation management and customer experience management SaaS platform, headquartered in Redwood Cit...

📌 SaaS Sales, Sales Prospecting and +5 skills



Sales Rep, Strategic Accounts

Hootsuite
May 2012 - Apr 2014 · 2 yrs
Greater New York City Area

HootSuite is a social media management system for businesses and organizations to collaboratively execute campaigns across social...

📌 SaaS Sales, Sales Prospecting and +4 skills

Show all 8 experiences →

Education



University of North Carolina at Chapel Hill
BA, English degree. Lots of Psychology and Math too.



New York University
Continuing Education, Public Relations

Show all 4 educations →

Licenses & certifications



Leadership: Practical Leadership Skills
Udemy
Issued Jul 2021
Credential ID UC-309279ce-514-43be-b7c0-54cbc3cd013d

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Sales Methodologies: Best Practices for Enterprise Selling
Udemy
Issued Jul 2021
Credential ID UC-B0a63736-ed32-4184-a7e0-2bbd6c6ad676

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Skills



Sales Prospecting

📌 7 experiences across CommerceIQ and 6 other companies

Market Planning

📌 7 experiences across CommerceIQ and 6 other companies

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Recommendations



Show all pending

Received

Given



Ranjun Chauhan · 1st

Sr Manager Account Based Marketing Leader @ Ingram Micro | ABM, Digital Marketing | Demand Generation | Branding
January 30, 2014, Ranjun worked with Tim on the same team

I admire Tim's ability to dive into his customers business and articulate what their needs are. He successfully leveraged his customer knowledge to identify solutions and successfully drive the sales process. I consider him to be one of the strongest sales leaders on our team. More importantly, Tim genuinely wants us to be successful, this not only creates a great work environment, but motivated us all to out perform and succeed.



Skye Forrester-Sloan · 1st

GM/VP APAC - A Vista Equity Portfolio Company
April 24, 2013, Skye was Tim's client

Tim and the team at HootSuite I worked with for the past 12 months and in that time he has been a wonderful source of experience and expertise in social media monitoring & measurement. Tim is a pleasure to work with & I would be very happy to recommend him if you are looking for support with your reactive social media management.

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Publications



U.S. Chamber of Commerce - Contributing Subject Matter Expert - Sales & Marketing

United States Chamber of Commerce - "Grow" · Jun 30, 2019

Show publication

Contributing subject matter expert, interviewed on topics related to sales and marketing on United States Chamber of Commerce's "Grow" website. US...

Honors & awards



Speaker/Moderator, "Implementing Digital and Social Communications Compliantly"

Issued by Business Development Institute, Future of Financial Services Communications Conference · Dec 2013

Associated with Hootsuite

Moderated case studies and roundtable discussions at BDI's "Future of Financial Services Communications Conference" in New York, December 2013.

Speaker, "Social Media and Reputation Management"

Issued by New York Press Club Foundation, 21st Conference on Journalism at New York University · Oct 2013

Associated with Hootsuite

Speaker and panelist at New York Press Club Foundation's 21st Conference on Journalism at New York University, in October 2013. Topic was "Social Media an..."

Show all 3 honors & awards →

Languages





English

Native or bilingual proficiency

Japanese, Spanish
Elementary proficiency

Interests

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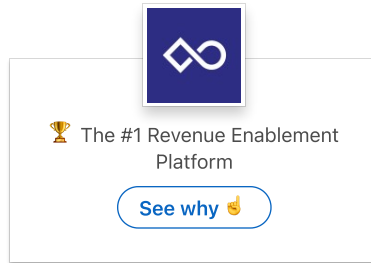
 **Andrew Ng**  · 3rd
 Founder of DeepLearning.AI; Managing General Partner of AI Fund;
 Founder and CEO of Landing AI
 1,665,964 followers


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English

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 Start-up & Scale-up Specialist. Over 25 years of international solution
 sales & marketing leadership with extensive experience of growing star...

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 **Kyle Kaechele**  · 1st
 Senior VP of Sales @ SymphonyAI | AI | Generative AI | Enterprise SaaS
 Software

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 **Flavio Carvalho**  · 1st
 Director CPG Engagement | Symphony RetailAI

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Erin Crumley · 2nd
Director Strategic Accounts & Customer Growth

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Erin Crumley
Director Strategic Accounts & Customer Growth

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Tim P.
Driven sales, marketing, and customer success professional

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Sonia Verma Parekh
Senior Executive | Retail & Grocery | AI & Analytics | Build High Performing Teams

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Ron Stell
Delivering customer value with high performance Big Data, AI and Machine Learning solutions @databricks

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Andrew Dixon
Regional VP - Commercial @ SymphonyAI

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