

Tyler Rowe

TECHNOLOGY STRATEGY, CORPORATE DEVELOPMENT & INVESTING | MBA CANDIDATE

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FINANCE & INVESTING PROFILE

Technology and SaaS commercial leader with 8+ years spanning enterprise sales, strategic partnerships, market expansion, pricing, and cross-functional execution. MBA candidate developing transaction and investing capability through corporate finance, financial modeling, venture investing, startup evaluation, cap table modeling, term-sheet analysis, and due diligence. Brings operating insight into SaaS economics, commercial risk, negotiation, and build-buy-partner decisions.

PROFESSIONAL EXPERIENCE

Elite Extra / Epicor Corporation

Mar 2024 - Present

Senior Sales and Partner Team Manager

- Lead a three-person partnerships team developing software integrations, referral channels, and other strategic commercial relationships; coordinate execution across Product, Engineering, Finance, Marketing, and Legal.
- Built the business case for an ISV partnership with Prokeep by assessing strategic fit, customer value, commercial considerations, and implementation requirements; supported the opportunity through cross-functional evaluation.
- Secured enterprise integration and referral partnerships with BMW, VIPAR, Lex-Com, and Prokeep, expanding the company's reach into new customer and partner channels.
- Evaluate enterprise opportunities through executive discovery, customer segmentation, pricing analysis, operational requirements, and contract risk; serve as primary liaison for accounts spanning hundreds of decentralized locations.
- Consistently achieved quota and earned top salesperson of the year '24.

Elite Extra

Sep 2017 - Mar 2024

Sales Associate

- Managed full-cycle enterprise opportunities from discovery and solution scoping through pricing, contract negotiation, legal coordination, and operational onboarding.
- Translated customer feedback, market data, and competitive intelligence into recommendations for Product Management and long-term roadmap planning.
- Developed Excel models and CRM dashboards to forecast pipeline, segment accounts, and support resource prioritization.

EDUCATION & FINANCE / INVESTING DEVELOPMENT

University of Wisconsin-Madison | Master of Business Administration Candidate | Expected Mar 2027

University of Wisconsin-La Crosse | BS, International Business | Finance and German focus

Goethe-Universität Frankfurt | Study abroad | Finance and German language

- Entrepreneurship capstone: evaluated three real startup companies through in-person founder interviews, investment analysis, cap table modeling, and term-sheet creation.
- Relevant development: corporate finance, financial modeling, venture capital, startup investment and acquisition analysis, due diligence, and risk.
- Portfolio: independent corporate development and investing case studies and financial models at tyler-rowe.com.

CAPABILITIES

Financial & strategic analysis: Financial modeling, cap tables, term-sheet analysis, market analysis, commercial due diligence, build-buy-partner evaluation, pricing analysis, customer segmentation, competitive intelligence | Execution: Strategic partnerships, enterprise negotiations, executive communication, cross-functional program leadership