

TYLER NOLF

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PROFESSIONAL SUMMARY

Senior solutions (sales) engineer with 15+ years driving the technical win on competitive enterprise SaaS deals across ANZ and the US, most recently the top performer on monday.com's ANZ SE team by win rate and average deal size. I combine sharp technical discovery, MEDDPICC-based qualification, and executive-level engagement with a rare edge: I personally build the demos, custom applications, and AI agents that win deals, so prospects see their solution working before they sign.

SKILLS

- **Sales & Pre-Sales:** Value-based selling, executive-level discovery, MEDDPICC/MEDDIC qualification, technical demos, RFP and tender responses, competitive positioning, and proof-of-concept (POC) design
- **Platform & AI:** AI agent configuration and deployment, prompt engineering, model context protocol (MCP), custom application development (JSX/React), low-code/no-code automation, and API integration
- **Enterprise Systems:** monday AI Work Platform, Oracle NetSuite (ERP), Manhattan Associates (WMS), and Salesforce
- **Industries:** Wholesale and distribution, retail, manufacturing, logistics, and government and public sector
- **Tools:** SQL, XML, JSON, JIRA, and Cursor

PROFESSIONAL EXPERIENCE

Senior Solutions Engineer

monday.com

November 2025 – Current

Sydney, Australia

Customer-facing

- Delivered technical pre-sales for enterprise and government prospects across ANZ, owning discovery, tailored demo environments, and solution design across monday's Work Management, CRM, and Service products on the monday AI Work Platform.
- **Won US\$725.8K in new and expansion ARR across 21 deals** at a 65.6% win rate and a 29-day average sales cycle, while still ramping into the territory. Recorded the highest win rate and largest average deal size on the ANZ SE team.
- Supported marquee enterprise, government, and public-sector wins including TechnologyOne, CSIRO, Allseas, NSW Department of Education, Torrens University, Ray White, WorkPac, and Sydney Swans.
- Designed and delivered a bespoke end-to-end AI demonstration for TechnologyOne, showcasing monday's full AI product suite with custom-built artifacts for their use cases. The customer has since put those agent concepts into practice.
- Designed and built custom board-view applications in JSX/React on monday's Vibe framework, including a resource-capacity planning app that replaced spreadsheet-based project management for a global offshore-engineering client.
- Configured and deployed monday AI Agents for request triage, meeting action-item extraction, and lead qualification and routing.
- Presented monday's AI product suite to external customer audiences, including a live 15-minute keynote at a monday.com AI marketing event, plus customer webinars and masterclasses.
- Owned security and privacy questionnaire responses for enterprise and government deals, completing 100+ question assessments across health, law-enforcement, and education sectors.

Internal enablement & leadership

- Helped lead APJ-wide enablement for the company launch of monday AI Agents, monday's entire APJ organisation up to speed on the new capabilities.
- Led recurring "AI office hours" for the broader team, showcasing new AI functionality, fielding questions, and surfacing practical use cases for the new tools.
- Built internal custom applications used across the go-to-market organisation: performance dashboards tracking SE team and individual metrics, a forecast and key-deal review app used in sales-leadership reviews, and gamified "Blitz Day" apps the sales team ran as spiffs for most calls dialled and meetings booked.

- Engineered a personal, AI-automated pre-sales workflow: an automated morning briefing, a scheduled catalogue of every customer meeting with linked call recordings, and MCP-driven aggregation of account and opportunity intelligence that fed discovery prep and the build of boards, apps, agents, and demo flows.
- Covered SE-manager responsibilities during team-lead leave and mentored a new solutions engineer as onboarding buddy.

Senior Sales Consultant

Oracle NetSuite

September 2021 – November 2025
Sydney, Australia

- Led tailored product demonstrations of NetSuite's wholesale distribution, retail, and manufacturing cloud solutions to mid-market and enterprise prospects across Australia and New Zealand.
- Partnered closely with account executives to shape sales strategies, align technical solutions with business needs, and deliver compelling value propositions.
- Championed a value-selling approach by deeply understanding each prospect's business model, challenges, and goals, developing bespoke solution narratives positioning NetSuite as the right strategic fit.
- Engaged in business discovery sessions to understand prospects' technical stack, workflows, pain points, and project scope, including phased delivery approaches.
- Responded to complex functional sections of RFPs, guiding prospects through solution capabilities and integration considerations.
- Presented at large-scale user conferences and events, showcasing NetSuite's innovations to audiences in the hundreds.
- **Won 43 new-logo customers over four years**, generating A\$3.7M in total ARR at an average deal size of A\$85K, contributing directly to regional growth targets.

Solutions Consultant / Design Lead

Manhattan Associates

August 2014 – September 2021
Sydney, Australia

- Demonstrated warehouse management software as proof-of-concepts to major retail and enterprise prospects (Myer, Kmart, Coles, and Target), and responded to RFPs with client-specific design sessions covering business process modelling, performance KPIs, and warehouse automation integration.
- Designed custom user interfaces and dashboards leveraging tools across cloud and on-premise Oracle databases.
- Led a regional consulting services team with a revenue target of ~A\$3M, managing staffing and delivery, and presented at APAC user conferences.

Lead Implementation Consultant

Manhattan Associates

August 2011 – August 2014
Atlanta, USA

- Led full-cycle implementation of warehouse management software for Tier 1 clients across the US, including Starbucks, covering numerous verticals.
- Built test cases, managed data via APIs and SQL, and resolved integration issues in collaboration with offshore technical teams using JIRA and Salesforce.

EDUCATION

Bachelor of Science in Mechanical Engineering

Minor in Engineering Entrepreneurship
Pennsylvania State University

VOLUNTEER WORK

Director – President and Treasurer

Lacrosse New South Wales

August 2017 – August 2023
Sydney, Australia