

SALES MANAGER

# KYLE K. HUSKIN

## GET IN CONTACT

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## PERSONAL PROFILE

Seeking a responsible & challenging sales/sales management position where my experience, proven track record, and personal initiative will be of immediate value & benefit to your company.

## AREAS OF EXPERTISE

- Sales
- Investments
- Customer Service
- Management

## OTHER SKILLS

- Personable & highly self-motivated professional offering over 20+ years of successful sales & sales management experience in investor relations, business-to-business, recreational vehicles, & communication industries
- Strong leadership, organization, problem-solving, troubleshooting, & decision-making skills with excellent motivation
- Proven track record in generating sales through quality prospecting of general public, business owners, & key decision makers

## WORK EXPERIENCE

### INVESTOR RELATIONS

Direct Investor Interactions & Staff Training | 2014 – Present

- Provide information to book of investors & new prospects on opportunities to invest in common stock of companies -- mainly those that have just completed reverse mergers. This being done by phone 90% of the time, when investors show an interest from the executive summary & business plan provided by underwriters
- I attain a verbal commitment that they have funds that are liquid and that they're interested in knowing more details. The investors then deal directly with the underwriters of the companies on finishing up the investment transaction
- I am compensated from the underwriters and follow up with my investors to ensure things went smoothly & to their satisfaction
- Since the inception of this of this endeavor, I've made commitments with investors of ~2.2 million towards different company mergers

### SENIOR VP INVESTOR RELATIONS

Chazel Capital | 2010 – 2014

- Raised capital and trained new closers for a private placement of a proven gold mine where the investors become partners to receive a certain percentage of quarterly distributions of cash or physical gold for a 7-year term
- I raised 1.7 million and retained relations with majority of my investors -- this starting during the height of the recession but I maintaining focus, experience, determination, & a never-give-up attitude
- Trained new employees on the project; mentored them to become confident & successful in the business

### INVESTOR RELATIONS & TRAINER

Long Hard Ride | 2009 – 2010

- Worked with investors locally & throughout the U.S. investing with an action sports company. Demonstrated the value and potential of purchasing private placement of common stock of the company
- Made cold calls with referrals & inbound calls per word of mouth
- Trained & mentored new hires & assisted with closing
- Offered ideas & expansion of the brand name

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## **WORK EXPERIENCE CONT'D**

### **SALES MANAGER**

Buggy World | 2006 – 2009

- Help launch the first store in El Cajon; was responsible for bringing the majority of the 1.2 million in gross sales generated in just the first 10 months of business, with single custom built buggies upward of 100k
- Tasked with running a second location in San Marcos due to success of the first
- Generated interest with other business establishments to place vehicles to promote the product, & develop company name recognition

### **SALES MANAGER, HIGH-END SPORTS BOATS**

On The Edge Watersports/Mastercraft Boat Dealership | 2003 – 2006

- Closed multiple single-boat purchases in excess of 100K+, demonstrating my strong closing skills and superb follow up before & after the sale; consistently received referrals from customer sales. Company folded within a year after my departure.
- Duties included running sales department, hiring personnel, ordering boats from factory, & assisting GM in setting sale prices
- Provided input & set up of all advertising, saving the company money by successfully negotiating advertising costs
- Sold/cleared out old inventory that prior sales staff weren't able to sell; searched & attended key functions & events that increased company exposure & connections