Kyle M. Erickson

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_1931 Rockefeller Ave. Everett WA 98203, \* 425-241-6157 [\*ericksonk@live.com\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_](mailto:*ericksonk@live.com____________________)

**Executive Summary:**

Accomplished sales executive working for a variety of companies whose target market is the digital platform category. Experienced in researching and prospecting small to medium size businesses to contact by phone and sell the features and benefits of products delivered. Good understanding of search engine optimization, online video strategy, web development and customer service.  I am a very detailed oriented individual who enjoys working within a team environment to reach specific company goals.

**Experience:**

Ask a Lender - Sales Executive - Bothell WA – (September 2017 – Present)

Advertising sales for a digital platform company connecting consumers with lenders providing a specific lending purpose. Connecting individuals seeking financing, whether mortgage, business, or auto loans with companies providing these type loans. Before the website was launched we pre-sold three months via online demonstrations (go to meeting) before a going live. One of the original employees hired.

Datasphere Technologies Inc. - Sales Executive – Bellevue, WA - (Dec. 2015 – July 2017)

Advertising sales for any hand held computer device. Prospect and call a variety of small businesses selling the benefits of implementing mobile phone advertising campaigns to increase brand awareness and visibility, leading to increase sales. Contact owners or decision makers via the internet to prospect and cold call to sell the services provided. My team was awarded the top in total sales revenue in 2017.

I Speak Video Inc. - Account Executive Seattle, WA – (June 2013 – October 2015)

High definition video sales (HTML 5). Prospect and call small to large businesses selling the benefits of utilizing HD video to deliver companies message or mission statement to increase traffic, conversions, and sales. Collaborated with business owners and decision makers to write a script and produce a video to deliver their message or mission statement. The company’s revenue increased by upselling clients to new websites Microsoft word press websites to help insure proper delivery of the video to the end user. Adding monthly hosting fees increased revenue even more.

Seattle Software Developers - Sales Executive – Redmond, WA (March 2012 – May 2013)

Prospect and call individuals or companies with no internet web presence and/or outdated websites. Owner of company had a few hundred great domain names (Seattledivorceattorney.com). This is when a domain name mattered for your search results. After selling a new domain name, many clients were upsold into a new website design which helped increase sales and recurring revenue.

Manhattan Professional Group - Bellevue, WA (April 2008 – December 2011)

Prospect and call upstart e-commerce businesses via a large database of previous clients. Prospect the owners or decision makers and sell a variety of marketing packages for their business. Analyze their current online presence and offer different marketing packing to help increase traffic and sales.

**Education:**

BA in Communications and Marketing from the University of Washington.