

Kyle Heyward

North American Sales Manager, ACP - Automated Control Products

Inland Empire, CA

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Willing to relocate: Anywhere

WORK EXPERIENCE

North American Sales Manager, ACP

Automated Control Products - Alpharetta, GA - 2012 to Present

Managed, promoted, and forecasted sales for North America.

- * Achieved 30% year-over-year Southeast growth.
- * Awarded top revenue producer for the entire organization.
- * Established new channel partners and managed competing partners to maximize revenue potential.
- * Assessed gap in knowledge and technology capabilities.

Sales Expert & Solutions Engineer

Apple Inc - Alpharetta, GA - 2010 to 2013

Was the top producer market wide; generated \$1.5 million in yearly sales.

- * Created new associate training materials and facilitated training modules.
- * Managed product owners, drove incentives for repeat business customers, and enriched purchasing experience.

Mixing Engineer

Icon Studios - Atlanta, GA - 2006 to 2013

Operated and troubleshoot mixing boards and computer software, and managed sensitive client data.

- * Developed marketing and sales strategies to drive revenue.

EDUCATION

B.S. in Business Administration

Aspen University - Denver, CO

Certificate in Audio Engineering

SAE Institute of Technology - Atlanta, GA

SKILLS

NASM Certified Personal Trainer (4 years)

ADDITIONAL INFORMATION

Areas of Expertise

- * Sales Management
- * Sound Mixing

- * Solutions Engineering

- * Client Relations

- * Data Management

- * Software Troubleshooting

- * MS Office Suite

- * Marketing Analytics

- * Customer Experience