

Kyle Bove

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Technical Skills

Languages: CSS, HTML, JavaScript

Databases: MySQL, MongoDB

Tools: Git and Heroku

EXPERIENCE

New Business Account Executive

May

2020-August 2021

Smartsheet

Seattle, WA

- Came in with fledgling experience in tech sales at TINYpulse and found more success and responsibilities in full cycle account management at Smartsheet
- Collaborated with multiple departments and led various teams through the discovery, negotiating, and decision making stages of the buying journey, consistently leading the team in self-generated engagements (20+ per month)
- Helped startups upgrade their tech stacks in order to take on more projects, increase revenue, break down siloed departments into more cohesive workplaces, and ultimately scale their business. Saw the National Association of Chronic Disease Doctors (NACDD) automate their PM processes and increase their capacity by 15%
- Dedicated time and effort to actually learning the ins and outs of our product offerings in order to become an authority on the topic and help new customers to quickly get familiar with Smartsheet and make better decisions for their business. Acted as a resource for the team, helping others meet their goals through strategy
- Led the team in Annual Recurring Revenue for 2021 (\$147,000 through the first half the year) until switching focus to full stack web development

Account Executive

June

2019-March 2020

TINYpulse

Seattle, WA

- Quickly grasped the ins and outs of full cycle sales from outbound lead generation to closing deals and driving business in the SaaS industry
- Drove new business through first contact with cold prospects, to discovery, to buy-in, all the way to close
- Helped build out and drive success to TINYpulse's newly formed outbound business development team
- Consistently a top monthly performer within my team, as well as a frequent participant and organizer in coaching and mentoring sessions dedicated to bolstering sales skills and elevating the sales team

Sales Development Representative

July

2018-June 2019

TINYpulse

Seattle, WA

- Quickly grasped the ins the outs of outbound sales prospecting and lead generation within the SaaS industry
- Fully utilizing Salesforce, Discover Org and other enablement tools to streamline processes
- Acted as a coach as well as a mentor to the sales development team in order to elevate the team as whole
- Consistent a top performer within the team, exceeding quota by 110-130% on many occasions
- Frequent participant and organizer in coaching and mentoring sessions dedicated to bolstering sales skills and elevating the sales team

Marketing Intern

February

2017-May 2017

GNC Rubic Nutrition

Spokane, WA

- Responsible for connecting with other local businesses and building partnerships in order to drive up sales in the Spokane GNCs
- Designed customer educational handouts and flyers focusing on educating target customers on the value of nutritional supplements and fitness

EDUCATION

Masters of Business Administration

Graduation:

May 2018

Whitworth University

Spokane, WA

Bachelor of Arts, Marketing

Graduation:

May 2017

Whitworth University

Spokane, WA

NCAA Division III Men's Varsity Tennis Team 2013-2014

UW Full-Stack Bootcamp

Graduation:

December 2021

- Spent my first few weeks learning the fundamentals of front-end development, including HTML, CSS, JavaScript, jQuery, and Web API's
- Worked with a team to build an application that distills data on COVID-19 down to digestible format and displays it simply and beautifully, using our front end skills and web APIs
- Spent the second month learning the fundamentals of backend programming with Node.js, MySQL, Express, Sequelize, and Handlebars
- Helped manage a team and program an online chess game application using my fullstack knowledge
- Earned a certificate in full stack web development

PROJECTS

- Environmental Sustainability Research Project (Whitworth Campus Buildings)
 - o Identified which buildings on campus consumed the most energy and what actions could be taken to reduce wasted energy consumption

- README Generator: Another application I created with JavaScript that takes in user input via command terminal to quickly generate README's for future projects

Financial Analyst September 2015 – 2016

Robblee-Roberts Student Investment Fund Spokane, WA

- Analyze financial statements to predict growth and provide investment recommendations to leadership
- Increased knowledge of economics and finance through completion of seven-week training program

Project Name: Chess Project 2 (Let's Play Chess)

<https://github.com/ChuckDvchek/chess-project-2> | <https://letsplaychessproj2.herokuapp.com/>

- Summary: This was one of the many projects that I created during my full stack bootcamp. It utilizes JavaScript, Node, Express, Sequelize, Socket.io, and a few other technologies to allow users to create an account and play chess with their friends
- Role: Project Manager
- Tools: CSS, HTML, JavaScript, Sequelize, Handlebars, Socket.io, Express, Node

Project Name: README Generator

<https://github.com/Kbove/README-Generator> |

- Summary: An application I created with JavaScript that takes in user input via command terminal to quickly generate README's for future projects
- Role: Creator
- Tools: JavaScript, Node