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
- Took my fledgling experience in tech sales at TINYpulse and blossomed into a high-performing full cycle salesman at Smartsheet.
- Collaborated with multiple departments and created my own processes in order to set customers off on the right foot for their Smartsheet journeys
- 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
- 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
- Led my team in Annual Recurring Revenue for 2021 until I decided to pursue a different, more technical path

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
- Availed myself as a coach as well as a mentor to my sales development team in order to elevate the team as whole
- Consistent top monthly performer within my team and exceeding quota by 110-130% on many occasion
- 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
- Successfully developed my interpersonal skills through internal and external communication

- 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

RELEVANT PROJECT EXPERIENCE
- 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

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
Link to Github | Link to Deployed Project
- Summary:
- Role:
- Tools: CSS, HTML, JavaScript