Kyle Bove

(206) 661-0637 | Seattle, WA | kbove94@gmail.com |

Technical Skills
Languages: CSS, HTML, JavaScript, Web API's, Express, Node.js, React, Handlebars
Databases: MySQL, MongoDB
Tools: Git and Heroku

EXPERIENCE
New Business Account Executive   May 2020-August 2021
Smartsheet
Seattle, WA
- 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%
- 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

SDR => Account Executive
June 2018-March 2020
TINYpulse
Seattle,WA
- 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
- 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

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

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

https://github.com/Kbove/Let-s-Play-Chess | 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 READMEs for future projects
- Role: Creator
- Tools: JavaScript, Node