

Sean Kline

Confident, curious, understanding manager with over eight years experience in sales, customer and staff recruitment, market analysis, youth development, and onboarding practices. Nine years experience in a business and customer-first oriented organization.

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New Orleans, LA
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EXPERIENCE

Propeller // New Orleans, LA

Coworking Operations Manager

DECEMBER 2018 - Present

- Spearheads coworking and operations vision, strategy, and roadmap of marketing, membership sales, and onboarding to reach target market, managing the full membership lifecycle from concept-to-close.
- Works closely with facility members to collect information via face-to-face interactions, email, and surveys; uses gathered information and feedback to analyze and enhance facility and software offerings.
- Project lead in implementing new member management software from product research to 100% usage.
- Responsible for recruiting new members and creating partnerships with established community organizations.
- Collaborates with all departments across organization to ensure strategic alignment with the entrepreneurial target market.

Total Quality Logistics // New Orleans, LA

LOGISTICS ACCOUNT EXECUTIVE

APRIL 2018 - DECEMBER 2018

- Recruited clients via B2B warm calling and personal engagement.
- Consulted with clients to assist them with their supply chain management and logistics needs.
- Negotiated prices and rates with clients and carriers in order to ensure best quality service while creating revenue for TQL.

YMCA of Greater Dayton // Dayton, OH

PROGRAM DIRECTOR

NOVEMBER 2014 - APRIL 2018

- Responsible for recruitment, on-boarding, and training of all department staff, including 80+ seasonal high school and college aged staff.
- Created, developed, and implemented youth development programs for over 5000 youth, ages 6-16 for a year round camping program.

EDUCATION

Ohio Christian University
Circleville, OH

Business Management, B.A.

ACHIEVEMENTS

- Retained 80% of Office Level memberships despite being closed due to COVID-19 and damages caused by Hurricane Ida.
- Organization project lead for a \$800k facility renovation project.
- Helped implement new member management system which helped us improve efficiency and member satisfaction,
- Chaired charitable Mud Run event, which saw an increase in participation from 100 to 330 and an increase in revenue from \$5000 to \$15000.
- Hired, on-boarded, and trained a staff of 80+ 16-24 year old staff yearly.

- Identified and executed marketing strategies, based on assessment of program needs, goals, and financial restrictions.
- Face of the organization on all recruitment efforts, including partner meetings, camper and staff recruitment fairs, and industry conferences.
- Implemented a referral program for high school and college aged students upon completion of employment to assist in job and educational opportunities.

References

Kir Selert - Former Coworker/Management at Propeller
(908) 723-5568 // kselert@gmail.com

Camille Seyler - Former Supervisor at Propeller
(504) 812-2260 // cmseyler@gmail.com

Chris Addison - Executive Director/Supervisor at YMCA of Greater Dayton
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