



Steven Grant Kyle

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Objective

Ambitious individual with a background in conversion-focused SEO, proficiency in JavaScript, CSS & HTML and exceptional communication skills seeking full-time employment

Experience

SEO ACCOUNT MANAGER, RANKSCIENCE; REMOTE – 2019

- Provided managed services utilizing RankScience SEO A/ B testing platform
- Created campaigns to enhance client website traffic, CTR and conversions; wrote SEO optimized content in tailored client brand voice
- Organized project management system, coordinated meetings with clients, responsible for regular check-ins and providing routine account maintenance

SEO ACCOUNT MANAGER, 51BLOCKS; REMOTE – 2017-2019

- Onboarded new accounts, created, implemented and managed growth strategies of 30+ SMB clients' SEO & social media strategies to improve CTR and conversions
- Held transparent reporting through monthly calls and emails with clients
- Collaborated with other account managers and sales team in "project style" setting; large part of the discovery of best SEO practices and internal processes

SALES DEVELOPMENT REPRESENTATIVE, HOTSCHEDULES; AUSTIN, TEXAS – 2016-2017

- Built and nurtured relationships with prospects from cold call until close; retained business through relationship maintenance and regular check-ins
- Utilized CRMs to research prospects and existing customers accounts
- Coordinated and worked closely with marketing team to ensure that the sales cycle was carried out and closed effectively and efficiently

Education

Full Stack Javascript Bootcamp Certification, University of Texas – Austin, Texas, Current

Bachelor of Arts in English, Texas State University – San Marcos, Texas, 2016

Sigma Tau Delta Honor Society, Omega Epsilon Chapter – Life Member

Phi Theta Kappa Honor Society, Alpha Gamma Pi Chapter – Life Member

Diploma in Recording Arts, MediaTech Institute – Austin, Texas, 2011

TESOL Teacher Training License, Oxford Seminars – 2017

Related Platforms

Google Analytics, Search Console and DevTools, Github, Visual Studio Code, Heroku, MySQL, Ahrefs, SEMrush, Screaming Frog, Sketch, Postman, Salesforce, Hubspot, Help-monks, Trello, Asana



Google
DIGITAL SALES
CERTIFIED



Google Analytics
certified