Steven Grant Kyle

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Objective

Ambitious individual with proficiency in JavaScript, HTML & CSS and a background in conversion-focused SEO seeking full-time employment as an entry-level developer

Experience

SEO ACCOUNT MANAGER, RANKSCIENCE; REMOTE – 2019

- Creating marketing campaigns to enhance client website traffic, click-through rate and conversions; writing SEO optimized content in tailored client brand voice
- On-boarding and auditing client accounts, primary source of communication between SEO Account Managers and client-base; troubleshooting account issues
- Fulfilling task work and role requirements while working remotely with other account managers, independently with minimal managerial oversight

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

- Created and implementing growth strategies through keyword/ market research for more than $40,000 of SEO accounts, social media and blogs for clients
- Responsible for management and maintenance of 30+ SEO clients; maintained transparent, communicative network with clients, up-sold necessary additions
- 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

Skills

Full-stack development, Google Analytics, Search Console and Developer tools, Github, conversion-focused SEO, Salesforce, Hubspot, Pipedrive, Apollo.io, Helpmonks, Ahrefs, SEMrush, Screaming Frog, Trello, Google Digital Sales certification, TEFL certification, Visual Studio Code, Heroku, Postman