**KYLE COLGLAZIER**

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### **PROFESSIONAL SUMMARY**

I’ve built training for just about every kind of learner—from public speaking students to global sales teams. Over the last 10+ years, I’ve designed communication curricula for hundreds of adult learners, built L&D programs for 2,000+ lawyers, leaders, and staff at a global law firm, created external-facing certifications at Meta, and scaled sales enablement training to thousands of reps across the globe at PayPal. Whether I’m designing onboarding, AI-powered role-plays, or blended learning programs, my goal is the same: to build learning that’s practical, scalable, and helps people perform.

### **CORE COMPETENCIES**

**Instructional Design • Sales Enablement • Learning Experience Design (LXD) • Onboarding • AI-Powered Simulation Design • Blended Learning • Content Strategy • Stakeholder & Vendor Management • LMS Administration • Curriculum Design • Learning Management Systems • Needs Analysis • Video-Based Content • E-Learning • ILT/vILT**

**Technical Tools:** Articulate Storyline 360 • Camtasia • Adobe Creative Suite • Microsoft 365 • Vyond • Gen AI Tools  
**LMS Platforms:** Cornerstone • MindTickle • Evolve • Blackboard • Canvas

### **PROFESSIONAL EXPERIENCE**

**Senior Sales Trainer & Instructional Designer *•*** PayPal ***•*** Chicago, ILNov 2023 – Aug 2025

* Led the end-to-end design and delivery of global sales enablement programs, driving onboarding, product education, and competency-based upskilling across 10+ regions in North America, EMEA, and APAC.
* Leveraged internal generative AI tools to accelerate content development, streamline instructional workflows, and scale course production—reducing turnaround time on sales enablement programs by 30%.
* Partnered with sales, enablement, and regional leaders to align content with go-to-market strategies, streamline timelines, and ensure localization across diverse markets, cultures, and learner audiences.
* Built 10+ scalable, AI-powered simulations to help sales reps practice objection handling, value-based discovery, and deal progression in realistic, high-impact environments.
* Evaluated the effectiveness of 20+ learning solutions—including e-learnings, onboarding paths, certification content, and manager guides—by tracking CRM/Salesforce data, learner feedback, and post-training performance metrics.

**Instructional Designer** *•* Meta (Contract via IntraEdge) ***•*** Chicago, IL Apr 2022 – May 2023

* Designed e-learning and vILT programs on digital marketing to help global small businesses and agencies adopt Meta’s ad products, supporting 1000+ learners in achieving Blueprint certification.
* Supported curriculum maintenance efforts by participating in annual updates to e-learning content, ensuring training remained accurate, relevant, and aligned with evolving product features and brand.
* Developed train-the-trainer (T3) content to support consistent global delivery of vILT programs, enabling facilitator onboarding and scaling reach across multiple markets.

**Instructional Designer** • Sidley Austin, LLP (Contract via Clarity Consultants) ***•*** Chicago, ILApr 2021 – Apr 2022

* Designed, developed, and scripted videos and e-learning courses on organizational and leadership development using Storyline and Camtasia to support leadership development for 2,000+ global lawyers and professional staff.
* Created both synchronous and asynchronous learning experiences, including simulations, knowledge checks, and assessments aligned with adult learning theory and best practices.

### **EDUCATION & CERTIFICATIONS**

**Sales Enablement Certified: Core** • Sales Enablement Collective 2024

[**Meta Certified Digital Marketing Associate**](https://www.credly.com/badges/80cf592b-a50f-44cf-8c4d-363dc3307a0a/linked_in_profile) • Meta 2023

**M.A. in Communication Studies** • Syracuse University • Syracuse, NY 2017  
**B.A. in Communication Studies** • Illinois College • Jacksonville, IL 2011