Kyle Wayde Austad

Full-Stack Developer

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United States

Hard working professional with 10+ years experience in sales, but a passion for all things development. In-depth knowledge of full-stack development using modern practices for both back-end API's using relational and non-relational databases, as well as front-end's using Vue and Nuxt. Always committed to self improvement and a proficient learner. My past experience has taught me how to work hard even in the face of unforeseen challenges.

## Work Experience

**IT Manger** Jan 2024 - Present

*Shrike Pest Control | Little Rock*

Managed technology solutions for a rapidly growing start-up pest control company, from customer management, to employee training apps.

* Created marketing materials, both physical and digital.
* Developed training LMS for new employees and set up self hosted solutions for all websites and the training.
* Implemented hosting strategies that mitigate cost to the company.

**Sales Manager** Jan 2024 - Present

*Shrike Pest Control | Little Rock*

* Produced high performing teams whose income on an individual level was the highest to date.
* Managed teams of sales reps around 20 in size.
* Track goals for individuals and team-wide and come up with creative methods to achieve them.
* Performed leadership review meetings with individuals to further their progress as individual leaders.
* Create marketing materials for door to door sales reps.

**Sales Manager** Mar 2017 - Jan 2024

*Fox Pest Control | Chesapeake*

* Door to Door sales representative in charge of acquiring new customers through door to door.
* Cold contacted customers daily and performed inspections.
* Handle customer relations and customer service for existing accounts.
* Produced over one-million in revenue.
* Managed a team of sales reps around 20 in size.
* Track goals for individuals and team-wide and come up with creative methods to achieve them.
* Performed leadership review meetings with individuals to further their progress as individual leaders.
* Recruited team members and led training sessions as a team and on a one-on-one basis.
* Created marketing materials for the company.
* Managed a team of sales reps around 20 in size.

## Core Skills

**Full-Stack Development:** Node.js, express.js, Vue.js, Tailwind CSS, Nuxt.js, Docker, Git, CSS, HTML, JavaScript, UnRaid, REST API’s, SQL

**Game Development:** C++, Unreal Engine, Blender, Photoshop, Blueprints, Adobe Substance Painter, Unity

**Leadership:** Teamwork, Problem Solving, Team Management, SMART Goals, Hard Work