

KYLE MUNGER

ACCOUNT EXECUTIVE

DETAILS

PHONE

916-225-0695

EMAIL

munger.kyle@gmail.com

LINKS

[Personal Website](#)

[LinkedIn Profile](#)

SKILLS

Sales Strategy



Collaboration & Teamwork



Marketing Strategy



Business Development



Coaching and Mentoring



EDUCATION

Cultural Anthropology at
the University of California,
Santa Barbara
Sep '08 - June '12

PROFILE

7+ years experienced Sales Professional skilled at closing sales, client relationship management, account growth and negotiations. Expertise in building partnerships and developing strategic accounts with hands-on experience in developing teams, forming new industry practices and increasing profitability. Highly competitive, able to excel in a team environment.

EMPLOYMENT HISTORY

Strategic Account Advisor, BigSpeak, Inc.

Santa Barbara

May 2016 — May 2020

Client Relations and Sales Growth

- Managed a full sales cycle from discovery, negotiation, to close; selling both transactional and multi-year 6 figure deals.
- Accurately forecasted monthly/annual sales targets and executed business plans in a given time frame to enhance profitability and achieve desired growth objectives.
- Developed and expanded a network of corporate, education, and civic organization clients.
- Closed the highest commissioned sale to BigSpeak in 2018, within a year of joining the Advisor Team.
- Achieved +25% growth in individual sales each year.

Business Development

- Identified prospective clients by extensive analysis of market trends, adding to business growth.
- Studied and tracked competitor activities to render valuable input to development strategies.
- Grew client roster through innovative new practices with fine-tuned customer service techniques.
- Nurtured 40% repeat business and attained 60% new business each year.

Leadership, Team-Building and Cultural Development

- Developed training programs and mentored incoming BDR and Sales Executives, driving them to achieve planned business targets in the set time frame.
- Led weekly team collaboration meetings to share product knowledge and discuss best practices.
- Created a Health Incentive Program for the company which inspired a company-wide mindset shift towards healthier living.

Agent (Jr. Strategic Advisor) and Bureau Liaison, BigSpeak, Inc

Santa Barbara

May 2015 — May 2016

- Managed the all-team meetings, from creating the agenda, quantifying the metrics, and following up with team-member deliverables.

- Searched for new customers who might benefit from our products and services
- Qualified, developed and nurtured new customer accounts.
- Supported marketing activities by attending trade shows, conferences and other marketing events.
- Forged lasting relationships with BigSpeak's talent participating in a pivotal role to exclusively acquiring the agency's biggest names.
- Entrusted with representing the company as an international liaison to boost global sales.

Assistant to President and Business Development Representative, BigSpeak, Inc.

Santa Barbara

Feb 2012 — May 2015

- Individually developed and implemented the BDR division at BigSpeak.
- Created the metrics, objectives, and daily tasks for BDR success.
- Worked closely with the President to develop the sales pipeline, build prospective customer profiles and understand each customer's specific needs.
- Managed customer relationships and coordinated work cycle between Sales Team and account development.

REFERENCES

Barrett Cordero (President) from BigSpeak, Inc

BarrettC@bigsspeak.com | 805-730-0620

Amy Eddy (Vice President) from BigSpeak, Inc.

AmyE@bigsspeak.com | 805-965-1400

Craig Sherman (Vice President) from BigSpeak, Inc.

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