**Kyle D. Kollegger**

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**Results-Driven Data Analyst**

**Excel | SQL | Tableau | Python | R | Power BI**

Energetic, motivated and principled with over 12 years of salesmanship experience, including both B2B and B2C expertise. Enhancing businesses with

**EXPERIENCE**

**PinSource -** *Essex Juction, VT* July 2022 - Present

**Account Manager**

Oversight of over 1000+ individual accounts for new reorders and product line expansion.

**LeafGuard -** *Burlington, VT* January 2022 - June 2022

**Outside Sales Representative**

Constructing detailed surveys of customers existing gutters and proposing permanent solutions for water management for their home or business.

* Meet and exceed monthly sales goals
* Engage new customers on multiple daily appointments; educating them on current status of their system as well as recommending permanent solutions
* Negotiate pricing/investment options directly with customers

**Douglas Elliman** - *Farmingville, NY* February 2016 - January 2022

**Licensed Real Estate Salesperson**

Managing all transaction related duties before, during and after a real estate sale. Identifying obstacles that arise during the transaction and how to best avoid or overcome them strategically.

* Appointment coordination between clients and business professionals.
* Maintaining client pipeline and new lead generation through marketing and referrals.
* Effectively negotiating transactions between buyers and sellers to reach the closing.
* Collaboration between team members to verify each client is sufficiently cared for.

**EDUCATION**

**James Madison University** - *Harrisonburg, VA*

Bachelor of Arts – History, May 2013

**PROFESSIONAL SKILLS**

* Proficient in video conferencing software.
* Mastery of Microsoft Office (Word, Excel, PowerPoint) and Google Suite (Docs, Sheets, Slides).
* Comfortable with multiple contact resource management formats and tools.
* Excellent communication skills with a focus on team-building and customer relations.

**VOLUNTEER EXPERIENCE**

**Habitat for Humanity** - *Franklin, WV* September 2010 - May 2013

**General Purpose Laborer**

* Carry out assignments set by the volunteer supervisor each week.
* Duties included laying foundation, framing, carpentry, painting, landscaping and general cleaning.

**Bideawee Adoption Center** - *Westhampton, NY*  January 2014 - March 2015

**Volunteer**

* Socializing, walking and maintaining safe and clean living spaces for cats and dogs.
* Training new volunteers, categorizing donations and collaborating with shelter staff members.

**AWARDS AND HONORS**

**Douglas Elliman’s Pinnacle Award** - *Farmingville, NY* January 2021

* #10 Team on Long Island Team by GCI (Gross Commission Income)
* Received only by top 2% of Agents company wide

**Real Trends/Wall Street Journal Top Small Teams** 2021

* #35 Small Team in New York State by Transaction Sides