

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 Junction, 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