

Hello

I'm Kyle Witherspoon

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Summary

I am a highly motivated, ambitious, conscientious, and committed professional who understands the importance of performing to a high standard and delivering results. I have effective sales, communication, interpersonal, and problem solving skills and possess a positive attitude. I am looking for a position where I can use my proven skills as a member of a (company) sales team.

Skills

- Proficient in lead generation
- Experienced in digital business development
- Familiar with using CRM software (GoHighLevel, Notion, Salesforce)
- Fluent in English
- Astounding leadership and problem solving skills

Experience

March 2022 - December 2022

Lucrative Digital, Smyrna – *Owner*

- Spearheaded the development of the company, generating \$3K in profit in the first 6 months while in high school and doing track
- Identified and added over 20+ new sales leads to our pipeline a day using a multiplatform cold and warm outreach strategies
- Communicated with businesses/customers across platforms, responding to an average of 30 comments and messages a day
- Trained 2 administrative assistants during a period of company expansion for timely service fulfilment and 100% customer satisfaction
- Collaborated with mentors to develop innovate sales scripts and solutions to increase revenue which resulted in a 20% higher conversion rate
- Implemented a system for tracking and converting leads in the pipeline, which boosted sales by 200%

September 2022 - PRESENT

Cheddar's Scratch Kitchen, Smyrna– *Cook*

- Partnered with team members to ensure 100% customer satisfaction by providing exceptional food service

- Kept inventory of food and supplies and communicate with team members/managers to ensure timely restocking
- Contributed to making the fastest serving Cheddars in Middle Tennessee.
- Trained 5+ new cooks, ensuring they followed established health and safety work practices as well as communication protocols
- Carried 10+ lbs of food throughout the day
- Performed closing duties, making sure the kitchen is properly cleaned and restocked for the next day.

February 2021- June 2022

Shoesfye615, Smyrna – Owner

- Implemented a system to engage with customers which boosted retention rates by 18%
- Lead the development of the company, generating over \$9K in profit in the first year
- Collaborated with other shoe businesses to organize monthly events which brought our community together and in turned generated each company at least 5% more in sales
- Organized a series of community-focused events that resulted in a 60% increase in local engagement and earned 22% profit over 3 months.

March 2022- June 2022

Music City Washing, Smyrna – Owner

- Developed the company with a partner, generating over \$5K in revenue in 2 months
- Performed door to door sales duties, personally pitching over 200 new prospects a week.
- Hired and trained one employee during company expansion to perform pressure washing duties
- Negotiated and set up appointments with customers to ensure a mindless process to give them excellent results

April 2021 - July 2021

Taco Bell, Smyrna– Cashier/Cook

- Provided efficient and friendly service to 100+ customers on a daily basis
- Multitasked in a fast paced environment to cook and serve food to customers
- Performed opening duties, making sure each station was clean and properly stocked for the day

Education

August 2019 - May 2022

Stewarts Creek High School, Smyrna – High School

- Maintained a 4.0 GPA while taking honors, AP and dual enrollment classes. Also created great relationships with teachers and peers
- Performed exceptionally in track while leading the mid-distance team to achieving many personal victories

August 2022 - December 2022

Rutherford County Virtual School, Smyrna – *High School*

- Maintained exceptional grades while working from home and having 2 jobs.
- Graduated with a high school diploma.