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Kenneth Roberts: Business Development Executive | Sport Psychology Professional

Professional Summary

People-centered leader with more than 20 years of experience developing talent, building strategic partnerships, and creating environments where individuals and teams can thrive. Passionate about helping others succeed by providing the coaching, resources, and encouragement they need to reach their full potential.

Core competencies

- Sales Enablement Strategy
- Sales Training & Coaching
- Business Development
- Strategic Partnerships
- Customer Success
- Collaborative Leadership & Team Development
- Sales Process Improvement
- Performance Coaching
- Presentation & Facilitation
- Executive Relationship Management
- Revenue Growth
- Team Leadership

Work Experience

Strategic Sales Manager | Stewart Title

- Build and strengthen relationships with real estate professionals, lenders, builders, and community leaders.
- Develop strategic business partnerships that generate new revenue opportunities.
- Mentor and coach sales professionals to improve business development performance.
- Represent the organization through networking events, educational seminars, and community organizations.

Utah Sales Manager | Doma Title

- Create and develop a sales team with the purpose of increasing market share.
- Support and collaborate with escrow teams and state manager for strategic growth.

Sales Manager | First American Title

- Build influential relationships across the real estate ecosystem to strengthen partnerships and drive long-term growth.
- Create and execute partnership strategies that unlock new revenue streams and expand organizational impact.
- Coach and empower sales professionals with the tools, strategies, and accountability needed to maximize results.

Business Development

- Worked with real estate professionals, lenders, builders, and business partners throughout my career, developing long-term relationships and strategic partnerships across the industry.
- Managed business development efforts throughout the Utah market, building relationships and generating opportunities across the state.
- Recognized as the top sales producer within my territory for Stewart Title, achieving strong results through relationship development, market growth, and strategic business initiatives.
- Deliver approximately 12 to 15 professional presentations and training sessions annually for real estate professionals, industry partners, and internal teams.
- Conduct approximately 35 to 45 networking, client, and business development meetings each month focused on building relationships, identifying opportunities, and strengthening partnerships.

Owner | Roberts Performance Training

- Founded and led Roberts Performance Training, working with 100+ high school athletes to improve athletic performance through structured training, mentorship, and goal-based development.
- Help athletes improve confidence, leadership, focus, resilience, and mental performance.
- Developed athletes who advanced to compete at the NCAA Division I, Division II, and junior college levels, while helping individuals achieve personal records and teams reach championship success.
- Built a performance culture centered on accountability, discipline, teamwork, and continuous improvement.

Community involvement

- Lehi City Planning Commission
- Lehi Environmental Sustainability Council
- Utah Central Association of Realtors RPAC Committee/Affiliate of the Year (2020)
- Provo Freedom Festival Balloon Committee
- U.S. Speed Skating Photo Finish Team
- Board member of Heart 2 Home
- Former President, BNI Chapter (60+ business leaders)
- Former Food & Care Coalition Board Member

Community Leadership

- Led a community-driven initiative that mobilizes volunteers, organizations, and resources to create meaningful impact for individuals with disabilities.
- Built partnerships across generations and organizations, including student groups, athletes, faith communities, and neighbors, creating a shared vision and coordinated effort.
- Managed large-scale volunteer engagement, ensuring participants had a positive service experience while delivering a transformational outcome for the recipient family.

Education

Argosy University- Phoenix, Arizona-Master of Arts (2013)

- AREAS OF FOCUS: Team dynamics, Leadership, Counseling, Performance psychology, Interviewing

Brigham Young University- Provo, Utah- Bachelor of Science (1998)

Zoology with an emphasis in Wildlife Biology.