

Kyle Wayde Austad

Full-Stack Developer

me@kyleaustad.com
linkedin.com/in/kyle-austad
kyleaustad.com
+1 (406) 304-9602
United States

Hard working professional with 10+ years experience in sales, but a passion for all things development. In-depth knowledge of full-stack development using modern practices for both back-end API's using relational and non-relational databases, as well as front-end's using Vue and Nuxt. Always committed to self improvement and a proficient learner. My past experience has taught me how to work hard even in the face of unforeseen challenges.

Work Experience

IT Manger

Jan 2024 - Present

Shrike Pest Control | Little Rock

Managed technology solutions for a rapidly growing start-up pest control company, from customer management, to employee training apps.

- Created marketing materials, both physical and digital.
- Developed training LMS for new employees and set up self hosted solutions for all websites and the training.
- Implemented hosting strategies that mitigate cost to the company.

Sales Manager

Jan 2024 - Present

Shrike Pest Control | Little Rock

- Produced high performing teams whose income on an individual level was the highest to date.
- Managed teams of sales reps around 20 in size.
- Track goals for individuals and team-wide and come up with creative methods to achieve them.
- Performed leadership review meetings with individuals to further their progress as individual leaders.
- Create marketing materials for door to door sales reps.

Sales Manager

Mar 2017 - Jan 2024

Fox Pest Control | Chesapeake

- Door to Door sales representative in charge of acquiring new customers through door to door.
- Cold contacted customers daily and performed inspections.
- Handle customer relations and customer service for existing accounts.
- Produced over one-million in revenue.
- Managed a team of sales reps around 20 in size.
- Track goals for individuals and team-wide and come up with creative methods to achieve them.
- Performed leadership review meetings with individuals to further their progress as individual leaders.
- Recruited team members and led training sessions as a team and on a one-on-one basis.
- Created marketing materials for the company.
- Managed a team of sales reps around 20 in size.

Core Skills

Full-Stack Development: Node.js, express.js, Vue.js, Tailwind CSS, Nuxt.js, Docker, Git, CSS, HTML, JavaScript, UnRaid, REST API's, SQL

Game Development: C++, Unreal Engine, Blender, Photoshop, Blueprints, Adobe Substance Painter, Unity

Leadership: Teamwork, Problem Solving, Team Management, SMART Goals, Hard Work