

+1 (406) 304-9602  
me@kyleaustad.com  
kyleaustad.com

I invite you to explore my creative journey and professional endeavors. Like so many people I strive to find work I am passionate about. With a desire to learn more and expand my knowledge and horizons I have been able to develop skills in various verticals through principles of growth and hard work. From being a top 10 salesman in a company bringing in tens-of-millions in revenue, to learning C++ through persistence and a growth mindset, I am always willing to learn and adapt to any situation, and excel in doing so.

**Willing to relocate:** Anywhere

## Work Experience

---

**Sales Manager**

-

**Shrike Pest Control**

---

Little Rock, AR

January 2024 to Present

- 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.
- Produced high performing teams whose income on an individual level was the highest to date.
- Recruited team members and led training sessions as a team and on a one-on-one basis.

## Tech Solutions Manager

-

## Shrike Pest Control

---

Little Rock, AR

January 2024 to Present

- Created marketing materials for the company
- Developed training LMS for training new employees and set up self hosted solutions for all websites and the training.
- Implemented solutions for self hosted tech to mitigate expenses.

## Freelance 3D Generalist

-

## Austad Endeavors, LLC

---

Little Rock, AR

January 2016 to Present

- Created product mock-ups and visualization.
- Architectural visualization and walkthroughs using technologies such as Blender and Unreal Engine.
- Manufactured website and marketing materials for products and fan websites using various animation and rendering pipelines.
- Created independent asset packs for sale for differing DCC programs
- Listings of products and assets are on sites such as BlenderMarket and FAB.
- Created game ready 3D Assets with technological constraints in mind.
- Transformed existing assets from clients to conform to a project wide texel density standard.
- Texture set creation following a PBR-workflow via Blender and Substance Painter.

Visual coding for rapid prototyping and asset creation and C++ for in-depth implementation and low level systems.

## Sales Manager

-

Fox Pest Control

---

Logan, UT

January 2021 to January 2024

- 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.
- Produced high performing teams whose income on an individual level was the highest to date.
- Recruited team members and led training sessions as a team and on a one-on-one basis.

## Sales Marketing

-

Fox Pest Control

---

Logan, UT

March 2020 to January 2024

- Create marketing materials for door-to-door sales reps including but not limited to: Shirts, price sheets, websites, product sheets, ID badges.
- Create branch wide marketing material online and in-person.

## Sales Representative

-

Fox Pest Control

---

Chesapeake, VA

March 2017 to January 2024

- 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 my existing accounts.
- Have produced over one-million in revenue in my time as a sales rep.

- Awarded 7th out of the top 10 sales reps for number of accounts sold.
- Best selling season brought in over 180k in revenue in just four months.

## Sales Team Recruiter

-

## Fox Pest Control

---

Chesapeake, VA

March 2019 to August 2022

- Sourced and screened candidates for various positions, ensuring a high-quality talent pool
- Conducted phone, virtual, and in-person interviews to assess candidate qualifications, skills, and cultural fit
- Negotiated offers of employment including compensation packages, start dates, relocation assistance, etc
- Maintained confidentiality of sensitive information during the recruitment process
- Participated in career fairs and industry conferences to promote the company's employer brand
- Mentored junior recruiters in best practices for candidate sourcing or interviewing techniques
- Developed and maintained a talent pipeline of potential candidates for future hiring needs
- Recruited high performing sales teams leading the company in results.

## Education

---

High school or equivalent

West Yellowstone High School - West Yellowstone, MT

# Skills

---

- 3D Modelling (10+ years)
- Digital Media (4 years)
- Computer Hardware (10+ years)
- Computer Repair (10+ years)
- Small Engine Mechanics (1 year)
- Account Management (6 years)
- Database Management (1 year)
- Editing (2 years)
- Android (3 years)
- Animation (3 years)
- Graphic Design (1 year)
- Google Docs (6 years)
- HTML (1 year)
- Linux (10+ years)
- Marketing (1 year)
- Photo Editing (2 years)
- Video Editing (1 year)
- Word (4 years)
- Windows (10+ years)
- Wordpress (7 years)
- Apache (1 year)
- Audio Editing (1 year)
- Advanced Computer Skills (10+ years)
- Desktop Publishing (1 year)
- Desktop Support (6 years)
- Git (2 years)
- Hardware (10+ years)
- Logo Design (Less than 1 year)
- Software Management (1 year)
- Sales (10+ years)

- Sales Management (2 years)
- MySQL (1 year)
- Server management (5 years)
- Unreal Engine (3 years)
- Android development (1 year)
- JavaScript
- User Interface (UI)
- C++ (1 year)

## Languages

---

- English - Expert

## Links

---

Website - <http://kyleaustad.com>

LinkedIn - <https://www.linkedin.com/in/kyle-austad/>

Self-hosted Git - <https://git.crabinteractive.com/explore/repos>

Itch.io - <https://thisketcrab.itch.io/>

## Awards

---

Top 10 Sales Rep

November 2018

I was awarded for placing 7th in the company out of over 200 sales reps for the number of accounts. I was also recognized as the most improved sales rep as year-over-year, with more than 5X my personal income and tripled my number of accounts brought in for the company.