**Nick Kuykendall**

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**PROFESSIONAL SUMMARY**

Sales professional with more than ten years of experience in business to business software solutions and recruitment sales.  
  
**SKILLS**

Confident, Ambitious, Goal Oriented, Optimistic, Accountable, High Level of Integrity, and Effective Communicator

Quick Learner with strong competency in many areas of technology, software, processes and automation.

Helpful, curious and solutions focused on building meaningful client relationships and rapport.

**WORK EXPERIENCE**

**Interactive Data**, Boca Raton, FL

*Account Executive - Emerging Markets*

July 2022 - April 2023

* Perform demonstrations of IDI solutions to clients and prospects gaining client commitment to trial the solution.
* Daily outbound phone sales to prospects within identified markets
* Work leads provided from marketing activities to build pipeline and close deals and drive new revenue through managing the client relationship.
* Develop and to establish relationships with decision makers.
* Serve as the subject matter expert with regards to IDI solutions.

**Lexipol**, Fort Lauderdale, FL

*Senior Account Executive*

September 2019 - July 2021

* Develop effective and specific sales plans to ensure revenue target delivery and sustainable growth.
* Develop relationships in new and existing customers and leverage to drive strategy.
* Establish strong relationships based and lead designated territory, including accounts, account relationships, prospect profiling, and sales cycles.
* Develop and deliver comprehensive business plans to address customer and prospects priorities and pain points.
* Leverage support within organizations including Marketing, Partners and channels to funnel pipeline.
* Understand competition and effectively position solutions against them.
* Maintain CRM system with accurate customer and pipeline information.

**GovSpend**, Deerfield Beach, FL

*Account Executive*

November 2015 - September 2019

* Identify potential customers calling into accounts and setting up demonstrations with decision makers.
* Engage with companies to understand their need for exclusive data to win more government business as well as missed opportunities.
* Conduct presentations of the product and understand how they can benefit from the information.
* Work leads provided from marketing activities to build pipeline and close deals and drive new revenue through managing the client relationship.
* Discover new leads through internet research.

**Cutting Edge Recruiting Solutions**, Boca Raton, FL

*Senior Account Executive*

May 2013 - October 2015

* Lead Government Services Team in identifying and servicing public sector clientele
* Manage full desk recruiting services to ensure the right fit for both clients and candidates
* Utilize latest technology and strategies to source and screen candidates for existing and prospective opportunities
* Manage contractors to ensure job satisfaction and quality of service to clients.
* Recruitment subject matter expert advising clients on the latest market trends.

**Marcum Search**,Fort Lauderdale, FL

*Senior Recruiter*

January 2013 – April 2013

* Interact with candidates to determine their skill sets, career goals, competency levels and represent them to clients in a consultative manner.
* Execute a variety of sourcing strategies to identify high-quality, experienced candidates.
* Identify talent for new and future opportunities and successfully managing the hiring process.
* Conduct reference checks to qualify candidates who are being represented.

**Infinity Software Development**,Tallahassee, FL

*Corporate Recruiter (Project Based)*

May 2012 – October 2012

* Partner with project managers to understand the requirements needed to identify viable candidates
* Implement new recruiting strategies to improve hiring processes, candidate attraction and build brand awareness.
* Continually source passive candidates through various job boards, social networks, open web searches and referrals.
* Prepare proposals and submittals to gain additional business for the company.
* Assist in the design, development and testing of an internal candidate management system.

**Strategic Technology Associates**,Tallahassee, FL

*Technical Recruiter*

October 2011 – May 2012

* Fulfill clients’ ongoing resource needs in support of ERP implementations including SAP and Oracle contractors.
* Source, recruit, negotiate fees, staff and maintain relationships with professionals of all levels.
* Proactively identify and pursue new clients, propose STA products and services, and open up new accounts.
* Assume responsibility for various strategic initiatives to enhance the overall performance and effectiveness of STA’s recruiting and staffing operations.
* Assure conformance to STA’s Standard Operating Policies including Contract Administration, Time and Expense Reporting, Quality Assurance, and Receivables Management.

**Citizens Property Insurance Corporation**, Tallahassee, FL

*Human Resources Specialist – IT Recruiting*

January 2008 – October 2011

* Full life-cycle recruitment efforts for an IT department consisting of 300+ employees and 80+ contractors.
* Cross trained in all areas of human resources acting as an HR Generalist to support the needs of the IT department.
* Coordinate requests for new IT contractors and manage vendors to ensure quality candidates are secured on time for projects.
* Prepare job descriptions and advertisements for various channels and proactively source candidates.
* Advise hiring managers on salary market data with the use of salary guides and online databases.
* Attend job fairs to develop the company’s brand awareness and identify potential candidates.
* Assist with special projects as a recruitment subject matter expert to add value to the company’s strategic mission.

**EDUCATION**

Tallahassee Community College

Associates of Arts, Business