

KEVIN R. MULLETT

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SUMMARY

My experience in multiple fields allows for comfortable transitions between white and blue collar environments. Confident public speaking ability and sales experience has resulted in my success with customer interaction and managing teamwork relationships. Ever expanding knowledge of technology and creative projects provide problem solving prowess.

I am a very experienced designer, specializing in web design, online usability, and branding cohesion. I'm personally responsible for creating over 60 custom sites and excel in creating solutions that fit the client's demographic.

My experience running heavy equipment from an early age has giving me confidence to learn difficult tasks. Started running heavy equipment at an early age and have operated a myriad of equipment in various situations since. I maintain a Class A CDL license.

EXPERIENCE

OWNER \ DESIGNER \ DEVELOPMENT

(2002-04)

Boomfish Design and Development

Harlan, Indiana

Provided ongoing solutions to clients displaced by TechServices closing. Created a design to template niche market, for other development firms and still provided complete solutions for new clients.

WEB DESIGNER \ DEVELOPMENT

(2000-02)

TechServices (closed doors)

Ft. Wayne, Indiana

I worked with sales and the web team to create effective solutions via the World Wide Web. Created an often used code repository eliminating the man hours and cost associated with duplicate work efforts.

WEB DESIGNER \ PROJECT MANAGER

(1999-00)

Fort Wayne Internet (bought out, closed location)

Ft. Wayne, Indiana

Interacted with clients, collaborate with sales, as well as the web team to produce timely solutions. My communication abilities reduced hand off time from sales staff, allowing more lead generation and sales opportunities.

PRESIDENT

(1993 -99)

K.A.M. Distribution Inc.

New Haven, Indiana

Independent Service Consultant:

When fulfilling the direct sales position I carried an average closing ratio of one out of two and was routinely the top sales representative in our office. Understand how to sell the sizzle not the steak. My revamp of dispatch and daily evaluation methods as sales manager resulted in less missed appointments. Developed and trained staff in new referral request technique resulting in up to 75% more leads per sales person. This change also resulted in more appointments set and increased deals closed. Advanced training and morning motivation meetings for up to twenty-five sales reps and ten telemarketers resulted in several best months in business as well as personal bests for those individuals. In the human resources position I interviewed with over 1750 applicants, gave over 80 group presentations, and trained over 320 individuals. These position included sales, management, and telemarketing staff for the Great Lakes Division.

EDUCATION

GRADUATE

Woodlan Jr/Sr High School

Woodburn, Indiana

Organized a multi-school car show to raise funds and awareness for S.A.D.D.

SKILLS

- C Highly proficient with computers, related hardware, software, and networking. Photoshop, Illustrator, Page Maker, HTML, CSS, Front Page, Dreamweaver, Flash, fireworks, MS office products to name but a select few. Technical support, remote administration. Film and digital photography.
- C Accomplished public speaker. Announcer during peak hours for Harlan Days, a 3 day local festival, from 1984-present.
- C Event organization, sponsorship accumulation, and volunteer management. Chairman for Harlan Days Festival 2000-02. Managed 35 co-chair persons. This festival was suffering from a diminishing volunteer base due to age. I was able to bring in new and younger volunteers resulting in knowledge transfer and future stabilization. I am also recognized as an authority on organizing Computer LAN gaming events. I field related questions on a global level regularly. Electrical needs, space requirements, networking, cabling, marketing, guest relations.
- C Excel within the sales environment and in building customer or team relationships. Communication with children, Instructional writing, and teaching.
- C Heavy equipment operation, tool operation, body and paint work, and construction experience. Class A CDL licensed. Roll up the sleeves work attitude.
- C Quick learner, with a ravenous appetite for new knowledge and skills.