



208.968.8629
 Kenny@KennyStark.com
 WWW.KENNYSTARK.COM
 LINKEDIN.COM/IN/KENNYSTARK/

PROFILE

A skilled, optimistic and adaptable professional with keen client- and team-oriented senses to meet evolving business needs. Proven success and further desire to grow in multiple competencies.

Industries served: Agriculture, Automobile Manufacturing, Construction, Education, Entertainment, Finance, Food Manufacturing, Healthcare, Hospitality, HR, Information, Insurance, Jewelry, Legal, Management Consulting, Manufacturing, Media, Medical Equipment, Non-Profit, Oil & Gas, Real Estate, Retail, Semiconductor Manufacturing, Social Assistance, Software, Sports, Utilities and Wholesale

SKILLS

| ADMINISTRATION/MANAGEMENT | | OPERATIONS/TECHNOLOGY | |
|---------------------------|-----------------------|----------------------------|------------------------------|
| Agile methodology | Process management | Active listening | CMS software (HubSpot, Zoho) |
| Budget planning | Risk management | Critically detail-oriented | CRM software (Salesforce) |
| Business negotiation | Sense of humor | Email management | HRM software (Workday) |
| Client relations | Task management | File management | PM software (various) |
| Conflict management | Time management | Proofreading | SEO software (various) |
| Cost management | Quality management | Recruiting/Interviewing | Google applications |
| Decision-making | Waterfall methodology | Website & data analysis | Microsoft applications |

QUALIFIED EXPERIENCE

- [KennyStark.com](#) | [United States](#) | Consultant | April 2018–Present (72 clients total served and serving)
- [Stark Accelerators Commercial Real Estate](#) | [Boise, ID](#)
 - Sales Development Representative (SDR) (Part-Time) | March 2024–Present
 - Real Estate Agent/Leasing Specialist/Property Manager (Contract) | January 2022–Present
 - Marketing Manager (Part-Time) | April 2018–Present
- [Keystone Partners](#) | [Denver, CO \(Remote\)](#)
 - Sales Development Representative (SDR) | March 2021–April 2022
 - Implementation Manager | March 2021–April 2022
- [Artbeads.com](#) | [Boise, ID](#) | Sales Development Representative (SDR) | February 2021–December 2021
- [Datica Health, Inc.](#) | [Madison, WI \(Remote\)](#)
 - Sales Development Representative (SDR) | April 2016–April 2018
 - Content Marketing Manager | May 2015–April 2018
- [Segal Benz](#) | [San Francisco, CA \(Hybrid\)](#)
 - Sales Development Representative (SDR) | March 2017–April 2018
 - Project Manager | May 2015–April 2018
 - Operations Analyst | November 2014–April 2018
- [Fidelity Monitor & Insight](#) | [Reno, NV](#) | Sales Associate (Part-Time) | February 2012–November 2014

OTHER EXPERIENCE

- [Block 22, LLC.](#) | [Boise, ID](#)
 - Hotel Manager | July 2020–February 2021
 - Housekeeping Supervisor | August 2019–July 2020
- [Monterey Automation](#) | [Reno, NV](#)
 - Dispatch Manager | December 2018–August 2019
 - Inventory Manager | April 2018–August 2019
- [Renown Health](#) | [Reno, NV](#) | Operating Room (OR) Surgical Assistant | May 2013–November 2014
- [Reno Tennis Center](#) | [Reno, NV](#) | Junior Tennis Coach (Freelance) | May 2010–November 2014



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EDUCATION

BOISE STATE UNIVERSITY | 2019–2020

- Bachelor of Business Administration (BBA), Management; GPA: 4.0

UNIVERSITY OF NEVADA, RENO | 2012–2014

- Pioneered Northern Nevada’s Dual Enrollment Program
- Division I Athlete (Men’s Tennis, 2012-2013)
- Coursework in Biology & Spanish

LICENSES & CERTIFICATIONS

- Google AdWords Certification
- Google Analytics Certification
- HubSpot Marketing Certification
- Salesforce Associate Certification
- Nevada Notary Public Certification
- Idaho Real Estate Salesperson License
- Project Management Professional® (PMP) Certification
- Certified Human Resources (HR) Business Partner (CHRBP)

VOLUNTEERING

- [Jesse Tree](#) | Boise, ID | Tenant Resource Coordinator | April 2021–Present
- [Corpus Christi House](#) | Boise, ID | Donations Supervisor | September 2019–April 2021
- [Community Services Agency \(CSA\)](#) | Reno, NV | Career Coach | May 2018–August 2019
- [San Francisco-Marin Food Bank](#) | San Francisco, CA | Pro Bono Consultant | July 2017–November 2017
- [Rocket Dog Rescue](#) | San Francisco, CA | Adoption Advocate | December 2014–April 2018
- [CARE Chest](#) | Reno, NV | Event Coordinator | June 2010–November 2014

REFERENCES*

“Kenny is a fantastic addition to the team. His thoroughness and dedication to us brought so much value. He certainly demonstrates ‘excellence’ and ‘owning it’ along with our other values.”

–Susan Ruhl, President/CFO, Keystone Partners

“Kenny is great to work with! He’s really efficient and does a great job at thinking strategically about the future needs of our programs and clients. I appreciate his follow through and trust that he will get anything done that he agrees to. He has great ideas and is always putting the client first. Kenny also does a great job balancing his other work with necessary client-related tasks.”–Courtney Beam, Client Implementation Director, Keystone Partners

“Kenny has great follow through, he is very responsive and he pays attention to all the details. He makes great contributions in meetings and has a very nice attitude. He always seems willing and able to take on projects with a smile. His thorough research and comprehensive delivery of information is much appreciated. Kenny is a great asset to the team as a whole and a great support to clients too.”–Amy Twiggs, Senior Career Coach, Keystone Partners

“Kenny provides a youthful exuberance which inspires everyone around him to be more creative, more visionary and more passionate. He is wickedly smart and has the enviable ability to always anticipate what is around the corner. Add to the mix his deep-rooted caring about the mission and every single team member and you have the key to your success!”–Carol Vickers, Managing Director, Segal Benz

*Additional available upon request