



Kale M. F. Wallner

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Executive Summary

To obtain a position within a progressive corporation that will utilize my dynamic experience to support a clear company vision. Building on my strong business to business sales history and proven leadership abilities, I hope to create lasting customer and team relationships that will foster personal and organizational growth, as well as continued career advancement. Committed to actively contributing and continuing to learn in a performance-based environment where excellence in leadership, communications and technology will translate into positive outcomes.

Leadership ~ *Offers* valuable years of experience in personnel scheduling, management, Sales, discipline and direction. Rapidly establishes rapport and credibility; fosters strong business relationships with management, peers, end-users, vendors and clients.

Project Management ~ *Effectively* manages multiple projects and tasks simultaneously. Leads/participates in Sales, business to business projects from concept through roll-out. Easily assumes either the mantle of leadership or supporting in team efforts.

Process Improvement ~ Resourceful and innovative; enhances technical functionality, improves performance, and streamlines operations – all to reduce operational expense.

Experience

***Crystal D., St Paul, Vice President of Sales* February 2012-2020**

- Executed and developed a business to business plan that generated growth, increasing three different territory's sales from less than \$2.6 million to \$6.8 million within my first three years, exceeding quota by 12% in 2012 & 2013.
- Primary liaison and contact for the Southern, Western and California Regions.
- An ethical, loyal, energetic, "make-it-happen" professional able to accelerate sales growth and positively impact the bottom line through effective product education and extensive relationship building.
- Respected for integrity.
- Persistent in pursuit to build sales and provide solutions according to identified customer needs. Strong customer-service orientation, demonstrated by established credibility and leverage with distributors.
- Successful negotiator with C-level decision-makers. Clear concise communication skills, solid business sense and presentation skills.
- Possess an unshakable determination when challenged with strong personalities, demanding and collaborative settings. Deadlines and the rigorous assimilation of technical information. Successful in autonomous

***Renowned LLC., President/Owner* January 2004-December 2011**

- Founded and established a clear vision and business plan for Renowned. Executed the daily operations including but not limited to: Sales, Processing, Marketing, Market analysis, Talent acquisition, Accounting, and Recruiting.
- Responsible for managing and growing \$8.5 Million dollar territories, covering most of MN, GA, SD and all of WI, working with homeowners, purchasing agents, sales managers, and manufacturing reps to help grow my territory's.
- Developed and established a dynamic networking program that built and strengthened Renowned's state-to-state businesses
- Created and directed a team of talented individuals to network with other industries
- exceeded my objectives and expectations each year by sustaining outstanding profitability

***TSI Inc., Shoreview, Regional Systems Administrator* March 2000-December 2004**

- Primary liaison and contact for the Eastern Region Training team
- Held multiple accountabilities across systems administration, security and programming, providing end-user troubleshooting, maintenance and support for end-users.
- Demonstrated strong leadership skills

- within 3 weeks of my initial employment was promoted to Training Manager
- within 4 months of employment was promoted to Regional Systems Administrator
- Executed and developed a business to business plan that generated a 30% increase in new business

ME International, Administrator/Programmer Analyst December 1997-January 2000

- Over seed a team of approximately 100 employees in departments ranging from processing, marketing, administrative staff, payroll, sales, training, and human resources.
- Recruited to ME International from Minter-Weisman.
- Provided AS/400 systems administration at locations both in Minneapolis and Duluth for corporate headquarters with six plants worldwide utilities. Actively sought to design and implement systems enhancement to improve efficiency and quality.
- Coordinated and completed hardware and software installation, configuration, end-user training and support. I increased sales by over 15% (quota was 5% over previous) month rapidly and accurately responded to end-user inquiries, minimizing downtime through effective troubleshooting and fault isolation skills.

Minter - Weisman, Programmer Analyst April 1995-December 1997

- Established business relationships with end-users, and customers to better business relationship/sales.
- Responsible for providing administration, troubleshooting and maintenance of hand-held computers utilized by Minter-Weisman distributors.
- Afforded excellent end-user training and support; actively defined, developed and instituted multiple application enhancements to effectively serve their needs.
- Instrumental in the conception, development and roll-out of new thermal bar-code labeling system, a significant improvement in efficiency and quality.
- Actively contributed to multiple projects surrounding process improvement, product development and operations.

Education

North Hennepin Community College 1991-1992

Leadership Training for Managers - Academic Honors

Brown of Minnesota, Twin Cities 1993-1995

Associates in Applied Science, Business Management, IS Degree - Academic Honors

Training Certifications

Solonis Inc. Bloomington, Minnesota 1999-2000

Intensive Business Management Training Certificate

SQL Server 2000 Administration / Design, Premier (2002)

Oracle Administration, Premier Computer Education (2002)

A+, Premier Computer Education (2002)

Dale Carnegie training Certificate 2017

Strictly business / Immersion Seminar