

KYLE CALHOUN

3061 Bentwater Dr, Montgomery, TX 77356

Cell: 281-797-7798

Email: kylecalhoun11@gmail.com

Professional Resume

2017-Present

Kureha Energy Solutions

General Manager, Sales and Operations, North & South America

Sr. Sales and Marketing Manager

- Achieve sales target for KDP business.
- Build and implement sales strategies (short-term, mid-term, long-term) to achieve companies targets.
- Report to KES management the KDP sales activities and marketing situation regularly.
- Analyze the frac plug market, competitor's product, technology and strategy and report to KES management periodically.
- Analyze customers' needs and collaborate between Sales Team and engineering to grow KDP business.
- Specify the problems our customers face, and quickly take action to solve the issues with a solution by sharing the related information, communicating punctually among Sales Team, Engineering, and Operations.
- Report to Supply Chain the supply requirements of customers monthly.
- Supervise both the Sales Team and Operations Team coaching and encouraging all Account Managers, Field Service Representatives, District Coordinators, and Operations Manager to provide the best performance and output for our customers.
- Suggest o KES management on Sales and Operation's organization, personnel, job description, job responsibilities, hiring and staffing.
- Conduct evaluations of all direct report employees.
- Make recommendations for new product development based on market needs.

2012-2017

I-Tec/Trican/NOV Completion Tools (Multiple Companies Through Acquisition)

Account Manager, L48 2016-2017

Operations Supply Manager, U.S. 2013-2016

Operations Supervisor, Gulf Coast 2013-2014

Workshop Technician 2012-2013

2007-2012

United States Navy

Hospital Corpsman (Fleet Marine Force)

Education

Lane Star College, Montgomery

- Currently enrolled AAS, expected graduation Fall 2023

Sam Houston

- Transferring Spring 2024, BS General Business