

Robert Kirkpatrick

Relational Sales | Partner Development | Project Manager

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EXPERIENCE

BombBomb — *Partner Manager*

August 2017 - PRESENT

Worked to develop new integrations and partnerships to expand BombBomb's market exposure and sales opportunities. Worked with Development and Product teams to improve internal API and acted as technical liaison for external partners wanting to use our API. Led technical integration and marketing teams to launch ZenDesk integration. Drove sales within existing partner relationships by managing marketing efforts and sales trainings.

Apple — *Account Manager*

August 2014 - August 2017

Created and maintained local SMB Accounts business partnerships with key accounts like ENT Credit Union and the United States Olympic Committee. Worked closely IT teams to ensure Apple would be pivotal in highly technical deployments and acted as a consultant for internal device management and networking. Closed \$1.1 Million and achieved 136% YoY growth in 2017.

Starbucks — *Shift Supervisor*

May 2014 - January 2015

Responsible for ordering and managing inventory for the highest volume store in the Colorado Springs district. Reduced inventory and overhead costs by 7.2% over a 1-year period. Assisted in hiring and training 15 Baristas and 3 Shift Supervisors.

EDUCATION

University of Colorado Colorado Springs — *B.S. Business Administration*

August 2013 - May 2015

Focused on web programming, accounting, and marketing. UCCS Marketing Team Vice President

Pikes Peak Community College — *A.S. Accounting*

August 2011 - May 2013

Focused on accounting, finance, and business management.

SKILLS

Partner Sales Enablement

Channel Management

API, SDK, and Developer

SalesForce CRM and Reporting,
HubSpot, Marketo

HTML, CSS, SQL, PHP, Website
Design, Mac OS Server

Tableau, SPSS, Datanyze

Asana, Microsoft Project,
OmniPlan

AWARDS

**Enactus Competition
Quarterfinalist (UCCS)** Competed
at National marketing finals while
acting as Team Vice President

Kane's Family Scholarship Full
Merit Scholarship to Pikes Peak
Community College and UCCS

Eagle Scout