



KYLE DEKRIEK

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Skills

- Effective Retail Sales Manager
- Product knowledge
- Sales process
- Established exceptional sales results
- Sales and market development
- Service-driven sales
- Excellent communication skills
- Highly Motivated

Education and Training

Southeast Missouri State University | Cape Girardeau, MO
Bachelor of Science in Agricultural Business And Management
05/1991

Experience

WKD Farms | Sikeston, Missouri
Owner/Operator
03/1998 - 08/2021

- Land graded Farm to improve drainage, pulled soil samples and applied all lime and fertilizer necessary to improve nutrition. Installed a center pivot irrigation to water 85% of the field on demand.
- Negotiated with vendors to receive my inputs at the lowest possible cost.
- Negotiate with farmers for cash rent/crop share. We meet annually to discuss anything that can or needs to be improved and any other problems.
- Employees were ask to keep journals with them of anything they see that needed to be repaired. Which we would review weekly.

Flyway Hunting Club, LLC | Sikeston, MO
Owner/Operator
10/1998 - 05/2021

- Made multiple sales through returning contact emails.
- Led startup and opening of business.
- Developed business and marketing plans.
- Managed multiple employees and ran a hunting lodge/restaurant.

Kyle DeKriek Farms | Sikeston, MO
Owner/Operator
09/1998 - 10/2002

- Was in charge dealing with government agencies (FSA)(USDA). Dealing with Banks to get a production loan.
- Dealing with multiple dealers and wholesalers for inputs from seed, fertilizer, fuel.
- Dealt with Chicago Board of Trade selling grain on futures markets.
- Hired and managed one employee and at times two.

French Implement Co. Inc. | Owensboro, KY
Sales Manager Consumer Products
04/1991 - 08/1996

- Oversaw management and implementation of new revenue strategies, sales initiatives and customer engagement tactics to increase market share.
- Maintained professional network of potential clients and business opportunities.
- Researched and capitalized on emerging opportunities to build business and expand customer base.