

## Kenneth Denny

Colorado Springs, CO 80918

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## Work Experience

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### **Consultative Sales and Marketing Specialist**

Kite SDA Sales and Marketing – Colorado Springs, CO

March 2022 to March 2023

**Kroger credit card sales to customers at varied locations throughout southern Colorado.**

### **Consultative Sales/Inspection Specialist**

Terminix, Inc. – Colorado Springs, CO.

December 2018 – August 2021

**Corporate business to business sales and inspection consultant. Performed consultative selling of pest-control products and services to businesses throughout southern Colorado.**

### **Advertising and Marketing Consultant**

Independent Consultant Service – Denver, CO

August 2017 to December 2018

**Consultative Advertising and Marketing to medium to small business clients in Denver and southern Colorado.**

### **Outside Sales Representative**

Storm Guard Exterior Restoration – Thornton, CO, Denver, CO and Northern CO

**Consultative selling of exterior restoration solutions to business and residential customers.**

### **Outside Sales Consultant**

TruGreen Lawn Service – Colorado Springs, CO

February 2015 to September 2016

**Consultative sales of lawn service/treatment to residential customers in southern Colorado.**

## **Fundraiser**

iMarketing Solutions Group – Denver, CO

July 2012 to November 2014

**Funding for various Military, Fire, Police, State Troopers, Veterans and Children's Organizations nationwide. Addressed both residential and business customers.**

## **Outside Sales Representative**

ADT Security Systems – Colorado Springs, CO

November 2011 to April 2012

**Consultative sales of Security Solutions to small business and residential customers.**

## **Outside Sales Representative**

Comcast, Inc. – Denver, CO

March 2011 to May 2011

**Sold Comcast cable packages and services to residential customers.**

## Education

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### **Bachelor's degree in Pre-medicine/Pre-dentistry**

Kansas State College of Pittsburg – Pittsburg, KS

### **Associate of Arts degree in Pre-medicine/Pre-dentistry**

Coffeyville State Junior College – Coffeyville, KS

### **Coursework in Dentistry**

University Of Missouri at Kansas City School Of Dentistry – Kansas City, MO

### **Coursework in Dentistry**

Meharry Medical College School Of Dentistry – Nashville, TN

## Additional Information

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### AREAS OF EXPERTISE

Team Leadership, Sales and Marketing Consultative Selling, Strategic Planning Revenue Growth, New Business Development, Market Penetration and Positioning, Process Improvement, Problem Solving, Communication, Account Management, Negotiations, Customer Service, Loyalty and Retention, Product Marketing and Team Training.

TECHNICAL SKILLS: Microsoft Word, Excel, Power Point, Quark