

Joseph R. Kiszka Technology Focused Manager, Passionate Customer Champion, and Innovative Problem Solver

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Competencies:

Initiative:

- High Energy / Tenacity in reaching goals
- Unafraid to take risks
- Willing to work long hours, as needed
- Unafraid to have “difficult conversations”
- Self-starter / self-motivated

Expertise:

- Multidisciplinary, varied technical knowledge
- Enjoys technical work and shares expertise
- Person who the team looks to for assistance

Resourcefulness:

- Ability to learn and adapt to new situations, markets, industries, and channels very quickly
- Innovative and constantly staying current with latest technology trends
- Creative “out-of-the-box” thinker

Customer Service Orientation:

- Customer relationship fanatic
- Maintains a trusted advisor relationship with customers
- Follows through effectively on requests and requirements

Relationship Building:

- Builds credibility and trust
- Ability to quickly establish rapport
- Experience and Training in complex sales involving multiple buying influences (Miller Heiman Philosophy)

Desired Job Characteristics:

- Having direct contact with many people
- Having a significant impact on the organization
- Solving problems in creative ways
- Ability to contribute new ideas
- Variety of routine
- Active (not sedentary) job, including travel
- An environment that is supportive of professional development

More About Joe:

- Joe is an extroverted engineer who enjoys engaging and forming relationships with multiple customers.
- Joe has an aptitude in sales. After joining Belden in DFW, Joe was able to develop the marketplace he was in to the best performing territory in the country in less than two years.
- Joe isn’t afraid to take risks—he joined the BDM pilot program at Legrand to target new business at Fortune 1000 customers. In doing so, he successfully positioned Legrand in multiple accounts, displacing vendors who had relationships spanning multiple decades.
- Joe is well versed in business, and in August 2015 he completed an MBA at the University of Texas at Dallas.
- Joe loves to achieve, even on his own time—both as an individual (Google SketchUp Competition) and in a group environment (PSPE Rube Goldberg Team). Joe likes being the “victorious underdog.”
- Joe’s educational background gives him both hardware and software design and troubleshooting experience, both from an engineering perspective and an IT perspective.
- Through his sales experience, Joe is well networked with fortune 1000 businesses in the DFW metroplex.

Areas of Expertise:

- Blending technical aptitude, effective communication, passion, and commitment to success
- Innovative, energetic, highly motivated, competent, technical manager
- Aptitude for building credibility with customers and serving as a valuable technical resource in both project based and day-to-day operations

Target Functions:

- Analyst
- Project Manager
- Program Manager
- Sales Engineer
- Strategic Account Management
- Technology Consultant

Target Companies:

- Canon
- Dave & Busters
- Dell
- Disney
- Fossil
- Gamestop
- Intuit
- NetApp
- Nikon
- Salesforce.com
- Southwest Airlines Co.
- Texas Instruments
- Yelp.com