

KAYLEE WALKER

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PROFESSIONAL EXPERIENCE

Valkyrie Rising, Remote

May 2025 - Present

Owner and Head Coach

- Created business - managing business operations, client acquisition, billing, social media, app and custom programming
- Using knowledge from being a IFBB Figure Pro to uplift and inspire other women to take on bodybuilding

Wayfair, Brunswick, ME - Remote

October 2019- July 2025

Trade Account Manager

May 2023- July 2025

- Manages interior design accounts across the country: project management, problem solving, product and service sales
- 2024 attained 106% to a 2.9 million dollar goal, Q3 attaining 128% to goal - 2nd highest in the Trade department
- Achieved the largest opportunity to close on the team in Q2- 68k short term rental showing my ability to secure high-value deals, problem solving, organization within Salesforce and use Wayfair's Partner teams
- Top project submitter within trade to partner teams generating \$140k in sales for a Hotel project in Jamaica
- Q1 attained 126.6% to revenue goal, Top 3 in department. Q2 - attained 108.7% to revenue goal, Top 9 in Department.

Reengagement Business Account Manager

April 2021-May 2023

- Reengages accounts to educate on our extended services, identify opportunities and capture business intelligence data
- Averaging over company goal metrics for outbound calls per day 113% (51/45)
- 2021 sales goal of \$1,885,000 over attaining by \$261,190.27 (Q2-Q4 sales of \$2,146,190.27)
- Lead new hire training sessions in Q3 after fully onboarding in reengagement

Business Development Representative

February 2021-April 2021

- Evaluates account potential and growth within the Wayfair Professional Program
- Cultivate business relationships, and create an exceptional customer experience using salesforce, salesloft and G Suite

Onboarding Account Manager

November 2019-February 2021

- Manage, on-board and engage with over 1,000 professional business accounts & new clients across the US/CA monthly
- First year sales of \$1,994,768 exceeding sales goal by \$120,000 (106% to goal)
- Influenced 784 businesses to purchases with wayfair in 2020 exceeding goal (116% to goal)
- Create unique on the spot solutions and personalized experiences for a large volume of business clients

University of Maine Alumni Association, Orono, ME

January 2019-May 2019

Communications Assistant

- Managed, created, and posted all media content for UMaine Alumni Association on WordPress and Facebook
- Developed critical Excel databases to analyze three personalized and targeted surveys sent to 15,000 students and alumni

General Dynamics, Bath, ME

May 2018-August 2018

Engineering Process Management Intern

- Created and posted critical web pages and databases for BIW's intranet, using Microsoft Excel.
- Collaborated with team members to develop and implement a process improving BIW production, company-wide.
- Used LEAN Six Sigma skills for lessons learned projects.

University of Maine Athletics, Orono, ME

September 2016-May 2019

Marketing and Media Relations Staff

- Conducted and executed engaging intermission events seen by over 5,000 fans, students and, honored guests.
- Filmed live feed of Division I men's baseball and women's softball games for major stations including ESPN3.
- Recorded, compiled, and organized live in-game statistics and produced game day lineup information sheets .

EDUCATION

University of Maine, Maine Business School, Orono, ME

May 2019

Bachelor of Science – Business Administration and Marketing

Cum Laude, Dean's List

Children's Miracle Network Hospital Dance Marathon, Vice President of Marketing and Communication

March 2018- March 2019

Delta Delta Delta National Fraternity, Alpha Kappa, Vice President of Membership Experience

January 2018- January 2019

