



## Board of Aldermen Request for Action

**MEETING DATE:** 4/1/2024

**DEPARTMENT:** Parks and Recreation

**AGENDA ITEM:** Reappointment of Parks and Recreation Committee Member

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### **REQUESTED BOARD ACTION:**

The Mayor will make the nomination of Kyle Squires to continue on the Parks and Recreation Committee and the Board will vote.

### **SUMMARY:**

The Board of Aldermen appoints members to the Parks and Recreation Committee. Matt Denton, Parks Director, recommends reappointment. Kyle has been on the Parks and Recreation Committee since 2021.

### **PREVIOUS ACTION:**

Kyle Squires was appointed to the Parks and Recreation Committee in October 2021

### **POLICY ISSUE:**

Section 155.100 of the Code of Ordinances, requires the Board of Aldermen to nominate and appoint a representative to the Parks and Recreation Committee.

### **FINANCIAL CONSIDERATIONS:**

None

### **ATTACHMENTS:**

- |   |                                   |
|---|-----------------------------------|
| <input type="checkbox"/> Ordinance                | <input type="checkbox"/> Contract |
| <input type="checkbox"/> Resolution               | <input type="checkbox"/> Plans    |
| <input type="checkbox"/> Staff Report             | <input type="checkbox"/> Minutes  |
| <input checked="" type="checkbox"/> Other: Resume |                                   |

# Kyle Squires

201 Surrey CT. Smithville, MO 64089

816-617-7403

kylesquires@outlook.com

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## Sales, Operations

Experienced logistics and sales professional with over 17 years of demonstrated achievement in roles ranging from operations, account management, and team leadership. In these roles I've driven results directly when responsible for a channel or product, and I've also led teams to meet goals and exceed business plans through a mix of accountability, coaching, and development.

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## Professional Experience

Aug 2018-Present

### **United Parcel Service, Kansas City MO-** Account Executive

- Maintains and grows a book of business
- Introduces new products and services and expands business opportunities within customer accounts
- Tracks sales performance to objectives
- Monitors account statistics and qualifies internal sales leads to identify opportunities and create an effective sales strategy
- Utilizes resources and account history to prepare for sales calls
- Submits pricing requests and analyzes price quotes
- Develops standard operating procedures (SOPs), generates standard and customized reports and queries, accesses appropriate databases, and interprets and clarifies data

January 2013-2018

### **United Parcel Service, Saint Joseph -** On Road Supervisor

- Participate in the development and implementation of work process plans to maximize center proficiency and achieve business results
- Ensure implementation and maintenance of a Comprehensive Health and Safety Plan
- Conduct risk management and safety compliance audits
- Maintain employee safety training and certifications
- Determine employee training needs to produce continuous development plans
- Provide feedback and support
- Conduct performance evaluations and resolve individual and group performance issues
- Support a collaborative work environment through continuous communication and relationship building

July 2012-

### **United Parcel Service, Chillicothe-** Driver

- Deliver routes and maintain safety and paid day

Sept 2010-2012

**United Parcel Service, Saint Joseph-** Preload Supervisor

- Maintain Staff
- Hit goals and PPH
- Audit Employees daily with Safety
- Dispatch and Lead Supervisor

Nov 2005-2010

**United Parcel Service, Saint Joseph-** Local Sort Supervisor

- Maintain Staff
- Hit goals and PPH
- Audit Employees daily with Safety

May 2005-Nov 2005

**United Parcel Service, Saint Joseph-** Local Sort

- Unload Trailers/Trucks
- Maintain a PPH
- Audit Hazmats
- Process Internationals

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## **Education/Training**

### **Bachelor of Science in Recreational Management**

Missouri Western State University, Saint Joseph MO.

- Fields of Emphasis: Recreational Management
- May 2007

### **Relevant Training**

- Situational Sales Negotiation School, October 2019
- Account Strategy for Major Sales School, September 2018
- UPS International Sales School, October 2018
- Managing for Performance, February 2015
- Manager Driver Safety Training, July 2014
- Intergrad UPS Driver Training School, January 2012

## References

Jed Downing from Auctane

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DR. Ty Perkins from University of Missouri

[Perk3@hotmail.com](mailto:Perk3@hotmail.com) | 636-352-7294

Justin Volkers from United Parcel Service

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