

Kyle Sals

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Current Address

301 S. Fourth Street #202
Champaign, IL 61820

Permanent Address

10653 Great Egret
Orland Park, IL 60467

EDUCATION

University of Illinois at Urbana-Champaign
College of Business
Bachelor of Science in Finance
Cumulative GPA 3.79/4.0 **Major GPA: 3.86/4.0**
Dean's List: Spring 2007, Fall 2007, Spring 2008, Fall 2008, Spring 2009
Expected May 2010

ABROAD EXPERIENCE

University of New South Wales
College of Business Study Abroad: *Australian School of Business*
Sydney, Australia
Fall Semester 2009

WORK EXPERIENCE

McGladrey Capital Markets LLC
Associate Intern
Chicago, IL
May 2008-August 2008

- Produced detailed buyers lists for senior associates used in pitch books
- Researched companies and industries extensively
- Utilized provided resources to value companies through discounted cash flows

FBK Management
Acquisitions Associate
Oak Lawn, IL, St. Louis, MO, Kalamazoo, MI
May 2008-September 2008, May 2009-June 2009

- Managed multiple teams of employees
- Carried out due diligence for a successful acquisition in Kalamazoo
- Performed loan modifications on chattel home mortgages
- Implemented marketing strategies tailored to each specific property location

University of Illinois
Ace-It Program Peer Facilitator
Champaign, IL
August 2007-September 2007

- Facilitated discussions related to campus alcohol culture among freshmen
- Attended training to develop group facilitation skills

Four Seasons Housing Inc
Assistant to Director of Sales
Middlebury, IN
May 2007-August 2007

- Led a team in charge of revision of a sales book designed to train and assist retail sales representatives
- Created and edited marketing materials

Culligan Water Conditioning
Sales and Delivery Associate
Mokena, IL
August 2005-August 2006

- Sold and delivered equipment and products on a daily basis
- Responded to customer's questions and complaints over the phone and in person

LEADERSHIP AND ACTIVITIES

Treasurer: Best Buddies International, University of Illinois at Urbana-Champaign
Philanthropic and Social Coordinator: Rho Epsilon Student Real Estate Association
University of New South Wales Baseball Team
Intramural Football

SKILLS

Microsoft Office 2003 and 2007: Word, Excel (and Visual Basic), Publisher, Power Point
Database research: Capital IQ, OneSource, mergermarket, Info USA
Financial modeling in Excel
Understanding of real estate valuation concepts and tools including cash flow analysis
Marketing & Advertising: Implementation of aggressive online and newspaper promotions
Group discussion and facilitation
Working knowledge of SQL
Negotiation concepts
Currently learning Argus Valuation DCF software