Kyle Boettke '01

Kyle Boettke '01, vice president of Sales Operations at Automatic Data Processing, Inc. (ADP), graduated from Ramapo College with a Bachelor’s degree in Business Administration and Marketing. Boettke has worked for ADP for 11 years, and is now responsible for advising sales representatives on creating country-wide sales and marketing strategies. Boettke credits his professional success to his education and experiences at Ramapo College.

After first visiting Ramapo College, Boettke immediately fell in love with the campus and landscape. Boettke explained, “in Point Pleasant, we don’t have a lot of mountains.” Boettke was especially attracted to Ramapo’s sense of community.

“You definitely get a close relationship with your professors because of the small class size. The professors were very approachable, before and after class.”

During his time at Ramapo College, Boettke was an exceptionally active student leader on campus. He played on the volleyball team for three years and was captain for the last two. In addition to his involvement in volleyball, Boettke served as president of Zeta Beta Tau and as the Student Center manager. Through his participation on campus, Boettke made unexpected friends.

“When I got involved in the fraternity, I got to meet and really know people who I would never have thought I’d be really close friends with. Now I consider them to be my brothers and long-term friends.”

Boettke’s experience working with diverse groups of individuals strengthened his abilities to professionally collaborate with others. He also commended classes at Ramapo that facilitated team work and creativity. From these classes, Boettke believes students discover how to think strategically and work well with others.

Boettke’s passion to lead and his ability to collaborate allowed him to climb the leadership ladder. While at Ramapo College, Boettke worked as an intern for Silver Scott Group LLC. After graduating from Ramapo, Silver Scott LLC hired Boettke as an IT recruiter. After working for Silver Scott Group LLC, Boettke moved forward to managing sales teams at ADP, and eventually became vice president of Sales Operations.

Boettke explained, “There has to be a balance between doing your work and constantly networking and being sociable. If employers see success, they will try to open doors for you.”

When Boettke interviews potential employees for his sales team, the essential qualities he looks for are candidates who are coachable and have a great work ethic. Boettke believes if an individual is coachable and dedicated to their work, that individual can grow to be great at anything. Boettke attributes his own potential for growth to his experiences at Ramapo College.

“Education is a good foundation for your career. However, what you make of the experiences you have in college is what truly shapes your character, professionally and personally. Therefore, students should take advantage of the opportunities they have while in college.”