

# Cole L. Willbanks

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## EDUCATION

**Texas A&M University**, College Station, TX May 2018  
Dwight Look College of Engineering, Bachelor of Science in Industrial Distribution  
Mays Business School, Minor in Business Administration  
Major GPA: 3.216

## EXPERIENCE

**Motion Industries**, Houston, TX May- August 2016  
*Internship*

- Hands-On experience in the field with current and target customers
- Complete exposure in all channels of the industry through a rotational program
- Reduced excess inventory by upwards of \$50,000 (16% of total inventory)

**Glenvista, LLC**, Houston, TX November 2016- Current  
*Partner*

- Real Estate holding corporation focused on commercial & industrial properties
- Planning to have over 50,000 sqft under management by Q1 of 2017

**Boiler Management**, Houston, TX May- August 2014  
*Boiler Technician Assistant*

- Helped solve technical problems in a teamwork environment
- Produced mechanical systems currently in use in 16 states
- Worked on skid based systems developing basic metal work skills and SCADA knowledge

**Professional Auto Detailing**, Friendswood, TX May- August 2013  
*Owner and President*

- Gained knowledge about basic marketing, budgeting, and management
- Utilized communication skills for optimal customer satisfaction

## LEADERSHIP

**Professional Association for Industrial Distributors** January 2015- Current  
*President*

- Act as the liaison between over 900 PAID members and our Industry Partners
- Successfully lead the Texas A&M University's largest student ran organization

*Career Fair Officer, Fall 2016 – Spring 2017*

- Organizing the 2016-17 PAID Career Fairs with the 70+ industry partners
- Extensive cold calling and relationship building with companies

*Student Recruiting Ambassador, 2016*

- Effectively communicate and recruit individuals to the Industrial Distribution Program
- Lead the Student Recruiting Committee of 10 individuals

*Committee Member, Fall 2015*

- Assist all officers with various tasks pertaining to Career Fair and PAID events

**Kappa Alpha Order Fraternity** January- December 2016  
*President*

- Balance a budget with over \$400,000 in annual revenues
- Reduced +\$100,000 in accounts receivable by over 90%
- Productively manage 18 officers and over 190 active members carrying out over 60 events

**Interfraternity Council**

*VP of Administrative Affairs* March 2016- Current

- Governing figure for a body of 20+ Chapters and over 2,000 students
- Keep and contribute to over 10 years of documents, recording all meeting activity

**Sigma Delta Honor Society** August 2016- Current  
*General Member*

- Honors students who have proven themselves academically and professionally

**12<sup>th</sup> Man Student Foundation** August '15- May 2016  
*Student Leader*

- Committed to upholding the legacy of Texas A&M athletics via fundraising and alumni relations