

CASSIDY SUMNER

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EDUCATION

Texas A&M University | College Station, TX

May 2025

Bachelor of Science in Industrial Distribution/ College of Engineering

Minor in Business

TECHNICAL EXPERIENCE

Rockwell Automation | Dallas, TX

Technical Sales and Consulting Intern

May 2023 - August 2023

- Responsible for Rockwell Automation's maintenance software (SaaS) business development.
- Completed 1,400+ calls into 200+ unique companies across the United States and Canada.
- Held accountable to the standards of a full-time business development representative.
- Conducted high-level predictive maintenance conversations with plant managers and senior executives.
- Delivered the value proposition and presented the benefit of our solution to meet individual customer needs.

United Supermarkets: Llano Distribution Center | Lubbock, TX

Produce Business Coordinator: Internship

May 2022 - August 2022

- Tracked and optimized the distribution and sales of produce amongst 95 grocery stores.
- Collected long-term and short-term data on production trends and marketability within the produce sector.
- Used previous trends to calculate supply and demand when curating Ads efficiently.

CUSTOMER SERVICE EXPERIENCE

Apricot Lane Boutique | College Station, TX

Boutique Sales Consultant

February 2023 - Present

- Execute beyond the operational and organizational standards of the boutique.
- Implement financial strategies and firm communication skills to drive sales.
- Uphold the boutique's culture while delivering an exceptional customer experience, increasing customer retention.

A+ Tutoring Services | College Station, TX

Front Office Coordinator and Sales Associate

August 2022 – February 2023

- Fielded inbound demand for an E-Learning platform.
- Ensured customer satisfaction for 100+ guests daily through thorough knowledge of the tutoring services offered.

LEADERSHIP/ INVOLVEMENT

Professional Association for Industrial Distribution (PAID) | Texas A&M University

Marketing Officer

April 2023 – Present

- One of 11 officers of a 1,000+ student organization.
- Supervise and maintain social media platforms to promote merchandise, events, and other organization activities.
- Design, manage, and track sales of all merchandise.

Committee Member

January 2023 - April 2023

- Attended 20+ events each semester to connect and engage with industry leaders and reputable companies.
- Collaborated alongside the officer team to gain insight into professionalism and complete a semester-long project.

Delta Gamma Sorority - Eta Gamma Chapter | Texas A&M University

Member

August 2021 - Present

- Attend weekly meetings and work closely alongside other women by participating in philanthropic projects.

TECHNICAL SKILLS

Google Workspace
Microsoft Office 365
Oracle OBIEE

Outreach
Python
Salesforce

SOFT SKILLS

Adaptability
Community Outreach
Customer Service

Lifelong Learner
Optimistic Attitude
Organization