

# CASSIDY SUMNER

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## EDUCATION

### Texas A&M University

Bachelor of Science in Industrial Distribution | College of Engineering

College Station, Texas

May 2025

## TECHNICAL EXPERIENCE

### Occidental Chemical Corporation (OxyChem)

Sales Intern

Dallas, Texas

May 2024 – August 2024

- Conducted a comprehensive analysis of CRM system usage, identifying underutilized features and developing strategic recommendations that enhanced user adoption, aligning CRM capabilities with OxyChem business needs.
- Engaged with senior sales management and representatives to extract valuable insights, highlighting key trends in user adoption and system utilization, enabling improvement in sales process alignment and decision-making accuracy.

### Rockwell Automation

High Velocity Sales Intern

Dallas, Texas

May 2023 – August 2023

- Maintained full-time business development standards, effectively presenting and promoting solutions to drive growth.
- Engaged in high-level predictive maintenance discussions with plant managers and senior executives, delivering tailored value propositions to meet customer needs.
- Led business development for Rockwell Automation's maintenance software (SaaS), conducting 1,400+ calls across 200+ companies in the U.S. and Canada.

### United Supermarkets: Llano Distribution Center

Produce Business Coordinator Intern

Lubbock, Texas

May 2022 – August 2022

- Forecasted produce production trends and market performance by analyzing long-term and short-term data, optimizing supply and demand for targeted ad campaigns.
- Monitored and optimized distribution and sales of produce across 95 grocery stores, using data on production trends to calculate supply and demand.

## CUSTOMER SERVICE EXPERIENCE

### Apricot Lane Boutique

Boutique Sales Consultant

College Station, Texas

February 2023 – August 2024

- Exceeded operational standards by implementing financial strategies and effective communication, while upholding the boutique's culture to deliver exceptional customer experiences and drive sales.

### A+ Tutoring Services

Front Office Coordinator and Sales Associate

College Station, Texas

August 2022 – February 2023

- Managed inbound demand for an E-Learning platform, ensuring customer satisfaction for 100+ guests daily through expert knowledge of tutoring services.

## LEADERSHIP/ INVOLVEMENT

### Professional Association for Industrial Distribution (PAID)

President

Texas A&M University

April 2024 – Present

- Elected to serve as the leader for the second largest student-run organization at Texas A&M University.
- Managed a team of 12 officers that works to connect over 1,000 student members with 90+ industry partners.
- Maintained relationships between the Industrial Distribution department, students, and industry partners.

Marketing Officer

April 2023 – April 2024

- One of 12 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

Member

Texas A&M University

August 2021 – January 2024

- Attended weekly meetings and worked closely alongside other women by participating in philanthropic projects.

### Freshman Aggies in Medicine (FAIM)

Outreach Committee Member

Texas A&M University

August 2021 – May 2022

- Aided in the maintenance and promotion of merchandise and events on the Instagram page.
- Collaborated closely with a team of 12 members to contribute to the planning and execution of organization events.