

Cole Weeber

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EDUCATION

Texas A&M University

Bachelor of Science in Industrial Distribution, Major GPA: 3.60 Cumulative GPA: 3.41

College Station, Texas

Expected graduation: May 2024

WORK EXPERIENCE

Southwestern Advantage

Sales Manager

Nashville, Tennessee

August 2022 – Present

- Responsible for prospecting, interviewing, selecting, and training student salespeople
- Assisted with weekly training of sales force on the field in the summer
- Attended over 200 hours of advanced sales and management training

Sales Representative

May 2022 – Present

- Directly sold educational resources to give students an advantage in the classroom
- Top First Year Salesperson (ranked top 10% out of 1,000+ first year salespeople) and Top Experienced Salesperson
- Prospected and approached over 7000 families from various socioeconomic backgrounds and cultures
- Presented products to 5089 prospects, 383 personal clients, and performed all customer service with clients
- More than tripled personal retail sales from \$30,178 ('22) to over \$95,290 ('23) during the 12-week summer selling period
- Executed all aspects of a personal business such as scheduling, ordering, inventory, accounting, and delivery of product
- Relocated to Kalamazoo, MI ('22) and Fruitport, MI ('23)

Tropical Smoothie Cafe

Manager

Grand Rapids, Michigan

January 2021 – January 2022

- Received promotion to manager within 2 weeks
- Led and directed staff in a highly efficient way to keep labor cost low
- Adept at monitoring daily register tallies, staff hiring duties, resolving food and service issues
- Specialized in maintaining high customer satisfaction rates and ensured efficient daily operations in fast-paced setting

LEADERSHIP & INVOLVEMENT

Professional Association for Industrial Distribution

Committee Member (August 2022 – January 2023)

College Station, Texas

August 2021 – January 2023

- Aid in PAID Sponsored events such as Career Fairs, Workshops etc., as well as participating in projects to further improve the PAID organization events and job fairs in order to network with other students and companies in Industrial Distribution

Corporate Relations Officer

March 2023 – Present

- Responsible for being the main point of contact and stewarding relationships with over 100 companies from a variety of industries for the largest student run organization on campus
- Working with a monthly budget to facilitate sponsored lunches and corporate spotlights promoting the recruitment of over 1000 students

Out of State Student Ambassador Program

Social Executive (February 2022 – August 2023)

College Station, Texas

August 2021 – Present

- Responsible to plan all social events, assist with training of new members, and organize retreats
- Assisted the Office of Admissions in creating a welcoming student-focused experience for potential Out-of-State students and their families by answering questions on student panels, lunches, and other events

Beta Theta Pi Fraternity

Intramural Chair (August 2022 – December 2022)

College Station, Texas

August 2020 – Present

- Coordinated and registered chapter athletic teams for various intramural sports competitions
- Active member of a brotherhood with high-quality values that pride themselves being gentlemen and leaders at Texas A&M

SKILLS

- Excel, Word, PowerPoint, Basic Python, Basic SolidWorks