

Kyle Grimes

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EDUCATION

Texas A&M University
Industrial Distribution Engineering
GPA: 3.66/4.0

College Station, TX/United States
Graduation date: May 2026

EXPERIENCE

Consolidated Electrical Distributors (CED)
Managerial Intern

Austin, TX
2024 (12 Weeks)

- **Conducted comprehensive vendor price analysis:** Evaluated and compared pricing from two manufacturers to identify the best value, optimize profit margins, and enhance overall business opportunities.
- **Collaborated with sales teams:** Shadowed and actively worked with both inside and outside sales teams, engaging with customers and vendors to strengthen client relationships and improve sales strategies.
- **Enhanced customer service skills:** Provided exceptional service at the counter, interacting with a diverse customer base and resolving inquiries to ensure a positive customer experience.
- **Gained financial insight:** Acquired a deep understanding of the company's financial operations and strategic decision-making processes, contributing to informed business decisions.

Entrepreneur (Tennis coach)
Private tennis coach

Austin, TX
2019-2023

Created my own tennis coaching business where I taught kids and adults of all skill levels.

- Advertised with posters around the community, posted on social media, and came into contact with other influential tennis coaches and eventually accumulated over 100 clients
- Organized my schedule and coordinated with my clients for the time, day, and location.
- Negotiated with parents and tennis facility managers for pricing and weekly arrangements.
- Learned how to manage employees and stay organized as a team

INVOLVEMENT/LEADERSHIP

PAID (Professional Association for Industrial Distribution)
Executive Secretary Officer

College Station, TX
2024-2025

- **Led and interviewed candidates for PAID committee:** Managed the recruitment process, ensuring the selection of qualified students and establishing a supportive platform for their success within the organization.
- **Developed and implemented committee projects:** Designed and assigned semester-long projects that drove organizational improvements and fostered team development.
- **Executed communication strategies:** Crafted and distributed weekly emails to over 1,200 students, and delivered presentations to entry-level Industrial Distribution classes to boost engagement and involvement in the organization.

FREE (Freshman Reaching Excellence in Engineering)
Mentor-Big/Little Program

College Station, TX
2023 – 2024

- Assist and mentor younger students through their Freshman year and get them comfortable with college life.
- Organize weekly events/hangouts to create long lasting friendships and build bonds between the students.

SKILLS & INTERESTS

Accomplishments: 2 time Tennis State Champion, Heart of a Champion Award, Most improved Award

Interests: Enjoy woodworking, playing guitar, and sports.

Skills: Proficient in excel & access, experience with python