

Stephen Campos

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EDUCATION

Texas A&M University College Station, Texas

Master of Science in Finance
Mays Business School

May 2027
Cumulative GPA: In Progress

Texas A&M University College Station, Texas

Bachelor of Science in Industrial Distribution
College of Engineering

May 2026
Cumulative GPA: 3.56/4.00

PROFESSIONAL EXPERIENCE

Consolidated Electrical Distributors

Austin, Texas

Managerial Intern

May 2024 – July 2024

- Prepared and presented a supplier price comparison analysis, promoting savings valued at \$398,000+ across 5 years.
- Developed the design of 500+ brochures, launching a marketing campaign to capture the residential construction market.
- Improved efficiency of mapping commodity margins, by developing Excel Macro based Hot Sheet reports system.
- Supported data transfer for a new facility with \$2.5 million in product inventory using internal CRM, CEDNet.
- Trained in warehouse operations, logistics, inventory control, procurement processes, sales, and project management.

Asset Living

College Station, Texas

Community Assistant

August 2023 – Present

- Conducted property tours and maintained contact with personalized brochures, helping surpass capacity goals by 12%.
- Collaborated in resident retention program activities and marketing initiatives attracting prospective residents.

Recreational Equipment Inc.

Austin, Texas

Retail Specialist

April 2021 – August 2023

- Achieved top 3 district sales record, with over a 55% conversion rate for membership sign-ups, exceeding the district's 40% and regional top conversion during major sales in both 2021 and 2022.
- Sold in 3 departments, training 12+ cashiers and handling inventory while surpassing a \$5 million monthly sales goals.

Hibbs Agency and Farmers Insurance

Austin, Texas

Marketing and Sales Intern

August 2021 – June 2022

- Developed Python algorithm integrating multiple platforms, increasing cold call conversions by up to 70% per week
- Learned and applied techniques for understanding customers, marketing sales, and self-managed projects

LEADERSHIP & INVOLVEMENT

Professional Association for Industrial Distribution

College Station, Texas

Finance Officer

March 2024 – Present

- Create and manage an efficient annual budget, while keeping high-quality events for 1250+ members
- Facilitated financial planning and literacy seminars aim at assisting 250+ members start their financial journey

Member

August 2023 – March 2024

- Networking via 35+ weekly event workshops, industry lunches, member socials, intern-for-a-day, and media publications

The 12th Can Food Pantry

College Station, Texas

Pantry Committee Member

January 2024 – Present

- Eliminating food insecurity for students and faculty with bi-weekly food pantry drives and 20+ member events to connect

McFerrin's Entrepreneurship Meets

College Station, Texas

Member/Mentee

August 2022 – Present

- Supporting 30+ peers to develop entrepreneurial ambitions and flesh out business startup ideas with mentors
- Developing a knee brace that resists/supports for recreational purposes with 7 prototypes in progress

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: Salesforce, SAP Management, Microsoft Office, Project Management, Toastmasters Public Speaking,

Certifications & Training: Eagle Scout; Wall Streep Prep Microsoft Excel and Powerpoint; Sales and Analytics Immersion Program – Texas A&M Reynolds & Reynolds Sales Institute; Advanced Analytics – Google Analytics Academy

Relevant Courses: Corporate Finance, Financial Accounting, Business Information Systems,

Activities: Society of Hispanic Professional Engineers (SHPE); Sigma Delta Honor Society; TAMU Intramural League

Interests: Camping, Backpacking, 5K Races, Golf, Pickleball, Concerts, Boardgames, NCAA Sports