**Collin Lester**

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**Objective**

* To acquire an internship in the field of Business

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**Education**

**Bachelor of Science in Business, May, 2019**

* The University of Texas at Austin
* GPA: 3.42

**Related Courses**

* Economics (Micro & Macro), Economics Statistics, Advertising, Calculus 1 & 2, Economics Theory, MIS, Finance, International Business, Business Law, Management

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**Experience**

**Alliance Residential Sales Analyst Internship Summer 2017**

* Helped raise occupancy lvl from 75% to 84%
* Understanding and achieving sales goals
* Exude an outgoing and dynamic personality while welcoming prospects
* Thorough understanding of products, competitors, and amenities to identify opportunities to create value for residents and drive more revenue
* Accurately accommodate and process resident requests, payments and leasing documents
* Initiate marketing ideas and assist in coordinating resident functions
* Involved in cross-marketing process and shop comp process

**Icon Bank Summer Analyst Internship 2016**

* Quantity control
* Worked in Co-ops department, dealing with credit files, collateral and loans
* Dealt with thousands to million dollar investments/loans

**Hasta La Pasta      Restaurant 03/2015-2016**

* Improved communication and interpersonal skills through daily interactions with both co-workers and guests
* Practiced time management and consolidation skills while over-booked or short staffed
* Continuously asked to return when available to work, and promote ideals of a good employee to new staff members through shift leading

**Fulbright & Co. Summer 2014**

* Production of materials sold, office furniture etc.

**Crew Member, ITH Productions                  2012-2013**

* Handled operations of multiple technical cameras while on set
* Edited film to varying degrees of quality while collaborating with crew members
* Managed sales desk and allocation of payment to co-workers

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**Skills**

* Proficiency in Microsoft Word, Excel, Outlook and PowerPoint
* Strong Leadership skills coupled with the ability to learn quickly and work diligently
* Ability to work well with others, team oriented
* Ability to speak Spanish (conversational)
* Ability to come at a problem with a different perspective, thinking outside the box
* Strong Interpersonal skills

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**High School Honors**

* National Honor Society
* Spanish Honor Society
* Latin Honor Society
* All State Academics for Football and Soccer
* Graduated with Distinction

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**Additional Experience**

* Member of Phi Delta Theta
* Raised over $1,000 myself for one of our ALS charity events
* On Philanthropy board staff