

Jacob Hrcir

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EDUCATION

Texas A&M University, Mays Business School
Master of Real Estate

College Station, Texas
May 2025

Texas A&M University
Bachelor of Science in Industrial Distribution

College Station, Texas
December 2023

EXPERIENCE

Sewell Automotive Companies
Summer Intern

Grapevine, Texas
May 2023 – August 2023

- Mastered sales and service processes, emphasizing customer service to secure lifelong customers
- Analyzed dealership operations, and proposed strategic reforms to store amenities, resulting in a 5% increase in customer satisfaction and sales
- Cultivated professionalism at an intern retreat, focusing on individual strengths and leadership

ABC Supply Co.
Sales Intern

Fort Worth, Texas
May 2022 – July 2022

Leading wholesale distributor of roofing, siding, and other exterior building products

- Participated in rotational program devised to encapsulate dispatching, sales, and purchasing processes for a comprehensive understanding of business operations
- Executed crucial sales tasks by daily communication with customers, providing product expertise
- Streamlined dispatching and delivery schedules to optimize outgoing deliveries
- Delivered low-slope roofing network analysis to District Managers and Regional Vice President

Porters Dining and Butcher
Waiter

College Station, Texas
August 2020 – June 2023

Upscale American grill for wood-fired-steaks, chops and cocktails

- Communicated and sold diverse wine list and food items effectively to customers
- Trained new employees on the business culture, expectations, and required skill sets
- Provided exceptional customer service to ensure a positive dining experience

LEADERSHIP

Alvarez and Marsal Case Competition
Member

College Station, Texas
March 2023

- Conducted a comprehensive analysis of a company's equipment management practices, identified key challenges and opportunities, and proposed strategic recommendations
- Utilized extensive data sets to develop a financial model based on current data to evaluate the feasibility of a equipment-sharing company
- Prioritized and outlined the next steps for implementation, considering timing, risks, and resources

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: Python, Java, C++

Certifications & Training: Concept, Creation, and Commercialization

Activities: Delta Tau Delta Fraternity, P.A.I.D, Big Event, Habitat for Humanity

Interests: Aggie Football, Manchester United Soccer, Reading, Hiking