

# Hassan Sbeiti

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## EDUCATION

**Texas A&M University, Mays Business School**  
*Master of Business Administration*

College Station, TX  
December 2024

**University of Houston, C.T. Bauer College of Business**  
*Bachelor of Business Administration in Finance*  
*Bachelor of Business Administration in Accounting*

Houston, TX  
August 2022  
August 2022

## EXPERIENCE

### Swift Auto

Houston, TX

*Owner*

October 2020 – Present

- Researched and developed relationships with alternative funding sources to secure \$250,000 in year one
- Tripled investment funds to \$750,000 over the course of one year by understanding and targeting the market
- Diversified product sourcing to increase overall inventory four times during the fiscal year
- Utilized web-based marketing resources to target over 5 million users which led to \$1.3M in annual revenue
- Implemented platforms like LinkedIn and Indeed to onboard more qualified, experienced professionals
- Developed a training program to familiarize employees with automotive industry responsibilities and standards

### Royal Autoplex

Dallas, TX

*Finance Manager*

February 2018 – October 2020

- Collaborated with numerous banks to offer customer financing, resulting in doubled sales during the first quarter of the fiscal year
- Reached a broader market segment by diversifying payment methods and introducing in-house financing
- Reduced service overhead and operating expenses 33% by selling aged accounts receivable
- Partnered with logistic companies to move inventory more efficiently and offer “full service” sales
- Increased cash flow 1.5 times by constructing an inventory turnover plan for all units based on previous years’ data
- Improved the collection rate by integrating conventional lending approaches centered around customer trustworthiness

## LEADERSHIP & INVOLVEMENT

### TX Automotive Dealer Webinar

Houston, TX

*Assistant Director*

October 2022

- Led and directed a two-day training seminar for over 20,000 individuals on only a week’s notice
- Procured guest speakers and seasoned dealers from various regions in Texas, facilitating the provision of insights and intricacies of the industry
- Secured funding in the amount of \$30,000 in order to organize an interactive workshop for novice dealers

## HONORS & AWARDS

- Ted Bauer Undergraduate Business Scholarship
- University of Houston Academic Excellence Scholarship
- Presidential Academic Award

## SKILLS & CERTIFICATIONS

**Languages:** Fluent in Arabic

**Technical Skills:** Proficient in Microsoft Word, Excel, and PowerPoint

**Certifications & Training:** Certificate in Commercial Banking