

from the desk of

COLLIN SANSOM

address

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Education

Major: Accounting **Major GPA:** 3.0 **Overall GPA:** 3.25

Texas State University, McCoy College of Business Administration, Fall 2011-Present

Present Classification: Senior

Work Experience

Shift Manager, Thunderbird Coffee Austin, TX 2013-2015

As a barista at one of Austin's highest rated craft coffee shops, I get to serve customers and the business alike by displaying love, both in the exquisite quality of coffee brewed, as well as the experience of genuine community created. Responsible for training new hires, resolving daily drawer and safe counts, and opening/closing storefront. Additionally created new availability reporting system, minimizing manager's time spent drafting weekly schedules.

Billing Clerk, Enviromedia Social Marketing Austin, TX 2012

Worked directly under Client Services Manager to collect, sort, proof, and create billing statements totaling over \$1M monthly. As part of a cross-functional team, coordinated between account managers, outside clients, and accounting department to refine and improve the billing cycle, effectively reducing turnaround time by multiple days each month.

Team Leader, Hyde Park Young Life Austin, TX 2010-2013

Learning to be a leader of leaders in managing a fifteen person team. Focus on motivation and correct placement of teammates in order to grow each individual and unlock potential. Includes organizing weekly outreach events, seasonal retreats, and camp trips totaling 12 hours/week. Additionally work with overall NW Austin Young Life Staff to plan and rollout area-wide vision and direction.

International Representative, Invisible Children Australia & NZ 2009

Chosen to lead Invisible Children's initial expansion into New Zealand and Australia. Over 3 months of touring, our 4-person team completed 140 presentations, amassed \$60,000 in profits, established charitable organization status, and acquired office space, far exceeding our initial goals. Efforts culminated with a simultaneous 6 city, 5,000 person overnight rally.

Representative, Invisible Children San Diego, CA 2008

As part of a 4-person team, planned, booked, and executed a 7 state, 10 week tour to empower youth to engage in issues around the world. Hosted at over 70 universities, schools, and churches engaging a total of 40,000 youth. Personally managed team finances including merchandise sales over \$60,000. Managed 15 schools for schools clubs, challenging student leaders to reach their fundraising goals. In 100 days, \$134,000 was raised by the high school and university students our team partnered with.

LO Admin, Alethes, LLC Austin, TX 2007-2008

Brought onboard to innovate and implement more efficient systems for 6 person sales team. Using CRM, worked with each member to log more robust contact history and prioritize time to better service client base of over 500 individuals. Additionally provided technical support to employees, created online walkthroughs, and worked with HR to streamline the hiring process.

Awards/Activities

VP of Faculty Relations - Texas State Accounting Club, 2014

Volunteer Leader - Young Life, 2007 - 2014