

JORDAN FOSTER

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EDUCATION

Texas A&M University	Bachelor of Business Administration, Management Information Systems Minor: Cybersecurity Overall GPA: 3.7 Relevant Coursework: Business Programming and Logic, Network Communications & Infrastructure (In Progress), Systems Design and Analysis (In Progress), Database Programming (In Progress)	May 2027
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EXPERIENCE

Dell Technologies – <i>Sales Strategy Process & Operations Intern</i> ; Round Rock, TX	June 2025 – August 2025
<ul style="list-style-type: none">Assessed impact of sales modernization tools by gathering seller feedback and analyzing usage data to align tools with seller needs.Utilized qualitative and quantitative insights to support Dell's \$900M sales productivity initiative, enhancing operational efficiency.Presented data-driven insights to stakeholders on the impact of modernization processes improvements and strategies on sellers.	
Klein Tools – <i>Product Management Extern</i>	August 2025
<ul style="list-style-type: none">Partnered with industrial designers, product engineers, procurement, and marketing teams to mirror the full product lifecycle.Conducted a mock voice of customer study, gathering feedback on products and implementing changes based on user preferences.Delivered insights and recommendations to stakeholders, strengthening communication and cross-functional collaboration skills.	
DarTex Technical Services – <i>Technical Operations Intern</i> ; Remote	May 2023 – August 2024
<ul style="list-style-type: none">Managed incoming AV installation work orders using IT service platforms, ensuring accurate tracking, prioritization, and resolution.Spearheaded allocation of 50 + technicians based on skills, availability, and location to maximize project efficiency.Conducted client consultations to identify and troubleshoot audio-visual challenges, delivering targeted solutions for customers.	

PROJECTS

Sales Post-Order Support Modernization (Data Analysis, Research) – <i>Dell Technologies</i>	June 2025 - August 2025
<ul style="list-style-type: none">Led research initiative to understand seller resistance to post-order modernization initiatives, analyzing and seller feedback.Mapped seller pain points to technical gaps in Dell Premier and OEP platforms, advocating for improved tool access and visibility.Presented data-driven insights to business and technical stakeholders, influencing strategic decisions to streamline post-order support.	
Asset Base Platform Analysis (Data Analysis, Research) – <i>Dell Technologies</i>	June 2025 - July 2025
<ul style="list-style-type: none">Analyze customer and order data in Dell's Asset 360 platform to validate alignment and ensure accurate asset visibility for SA's.Identify data inconsistencies to improve platform trust and support more reliable customer insights and tech refresh planning.	

LEADERSHIP EXPERIENCES AND ACTIVITIES

Management Leadership For Tomorrow – <i>Career Prep Fellow (Spring 2024 - Present)</i>	Spring 2025 - Present
<ul style="list-style-type: none">Selected for a prestigious 18-month program that equips high-achieving diverse talent with leadership, and professional skills.Develop strategic problem-solving skills by completing rigorous business case studies and assignments enhancing critical thinking.Engage with industry leaders at conferences hosted by companies to expand knowledge of emerging trends and innovative tech.	
Aggie Black Male Connection – <i>Mentor</i>	Spring 2025 - Present
<ul style="list-style-type: none">Mentor underclassmen minority males, providing guidance and support to help them with academic or personal challengesCollaborate with peers and faculty to design initiatives that provide students with a scholarship and mentorship opportunities.Collaborate with other mentors and organizational leaders to create a supportive and inclusive environment for all members.	
JCUTZ Founder & Barber – <i>Owner</i>	August 2025 - Present
<ul style="list-style-type: none">Created and managed a digital-first booking system using Acuity, automating confirmations and improving customer communication.Obsessed over customer experience, optimizing scheduling and reminders to increase satisfaction and repeat bookings.Scaled operations from 5 to 20+ recurring clients in two years by leveraging customer feedback, referrals, digital process improvements, and social media marketing.	

HONORS

• POSSE Foundation Full-Tuition Scholarship	Fall 2023 - Present
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ADDITIONAL INFORMATION

Technical Skills: SQL, C#, Basic Python, PowerBI, HTML, MS Excel, Word, PowerPoint, Canva

Certifications: Google Cybersecurity Professional Certificate (2024)

Interests: Fitness, Personal Finance, Leadership Development