SPENCER EO

spncreo@gmail.com   917.744.7409   spencereo.github.io

RELEVANT WORK EXPERIENCE

Amazon Web Services   Washington, DC
Account Executive   June 2020 —Present
- Manage an account patch of 3000 startup customers for a territory with an $3MM revenue quota.
- Built close relationships with customers to understand their specific needs, creating $774K in opportunities last year.
- Closed $473K in valued deals last year, exceeding performance goals and relative to peers.
- Developed an internal tool to track sales team metrics used by over 80 account executives and representatives.

Simon & Schuster   New York, NY
Editorial Intern   Summer 2018
- Apprenticed editor during publishing process of cookbooks such as Dominique Ansel's *Everyone Can Bake* and Samin Nostrat's *Salt Fat Acid Heat*.
- Worked on recipe development for cookbooks including researching, testing, and editing.

Crawford's Coffee & Cafe   New York, NY
Barista, Busser, Cashier   Summer 2018
- Took coffee, food, and other beverage orders and prepared them for customers.
- Handled closing duties including cleaning, restocking, and accounting.

Sothian Teas   Queens, NY
Staffmember   Summer 2016
- Assisted family's tea business at Long Island City Flea & Food Market.
- Made restaurant depot runs, set up stall, and served orders and samples to customers.

Fulbright English Program   Seoul, South Korea
Head Intern   Summer 2014
- Directed 26 Korean and American interns as part of an English immersion program for 100+ Korean students.
- Developed and led cross-cultural communication, leadership advancement, and empathy building workshops.

EDUCATION

Washington University in St. Louis   St. Louis, MO
Bachelors of Arts, Global Studies   Class of 2020
- Focus on MENA (Middle East & North Africa) and Asia.

Middlebury School in Jordan   Amman, Jordan
Arabic Language and Literature   Spring 2019

SKILLS

Technical: Web Development, Excel
Language: English (Native); Arabic (Conversational); Korean (Conversational)