

SPENCER EO

spencereo@wustl.edu

917.744.7409

linkedin.com/in/spencereo

WORK EXPERIENCE

Amazon Web Services

Inside Sales Representative (Startups)

Demand Generation Representative - Outbound (Startups)

Demand Generation Representative - Inbound

Inbound Sales Intern

Arlington, VA

January 2022—Present

March 2021—December 2021

June 2020—March 2021

Summer 2019

- Prospected 1,000+ startup customers to create opportunities in cloud computing.
- Engaged with enterprise customers for AWS's annual conference to generate \$30K.
- Researched startup customers on their specific cloud needs through personally collected phone survey data
- Analyzed data to identify business issues and evaluate their significance through revenue gain estimation, culminating in a presented Amazon-style "white-paper" with actionable solutions.

McCaskill for Missouri

Finance Intern

St. Louis, MO

Fall 2018

- Cold-called 800+ constituents to raise campaign funding.
- Maintained NGP & VAN databases to build high donor lists for Senator McCaskill.
- Assisted fundraising and canvassing events with the finance team.

Simon & Schuster

Editorial Intern

New York, NY

Summer 2018

- Edited manuscripts and wrote advertising content for 20+ books.
- Communicated with editors, authors, and agents on product development.
- Worked with the marketing and publicity teams on product launches.

EDUCATION

Washington University in St. Louis — College of Arts & Sciences

Bachelors of Arts, International and Area Studies

St. Louis, MO

December 2019

- GPA: 3.63/4.0
- Academic Honors: College Honors; Dean's List

Middlebury School in Jordan

Arabic Language and Literature

Amman, Jordan

Spring 2019

- Study abroad with an immersive language program.

CAMPUS AND COMMUNITY INVOLVEMENT

Uncle Joe's Peer Counseling and Resource Center

Peer Counselor, Outreach Chair

St. Louis, MO

2017—2019

- Facilitated 1-on-1 client interactions and completed 100+ hours of training.
- Co-founded the university's first Pan Asian mental health conference.

SKILLS

Technical: AWS Solutions Architect - Associate; Salesforce CRM; Java, Swift, HTML/CSS

Language: Native: English; Intermediate: Arabic; Conversational: Korean