

ZACHARY EDELSTEIN

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance Honors Overall GPA: 3.40	May 2027
McCombs School of Business		Spring 2024

EXPERIENCE

ASMC (Summer Internship) – Account Executive; Austin, Texas	May 2024 - June 2024
<ul style="list-style-type: none">• Cultivated exceptional customer relationships, surpassing retention rate targets and exceeding 85%• Achieved 14,000+ in revenue for our primary client, The Nature Conservancy• Executed 100+ tailored sales pitches daily, exceeding targets, and leading to acquisition of higher-quality customers• Collaborated in teams to manage difficult situations with professionalism, enhancing daily productivity and efficiency	
The Car Parlour (Self-Employed) – Professional Car Detailer; Brownsville, Texas	November 2022 - August 2023
<ul style="list-style-type: none">• Founded a Professional car detailing business (sole proprietorship) recruiting, managing, and training an employee• Built meaningful relationships with clients generating over 7,000 dollars in revenue• Created an effective funnel optimizing client acquisition and experience• Analyzed expenses through excel maximizing cost efficiency	
Gladys's Porter Zoo – Team Lead Intern; Brownsville, Texas	March 2017 - July 2022
<ul style="list-style-type: none">• Integrated new interns, delegating and overseeing tasks to lead skilled teams and maximize efficiency• Facilitated strategies for conflict resolution among team members resulting in a positive workspace	

LEADERSHIP EXPERIENCE & ACTIVITIES

Red Crowned Parrot Conservation Project Initiative (Founder) – Client: City of Brownsville	January 2018 - Present
<ul style="list-style-type: none">• Led initiative dedicated to saving an endangered species• Oversaw the creation and installation of over 30 parrot nests raised 30ft high, cameras, and other observational equipment• Negotiated partnerships with Brownsville PUB and ornithologist Dr. Berg to maintain the project for the foreseeable future	
FTH Feed The Homeless NGO – Founder	Fall 2022 - Present
<ul style="list-style-type: none">• Founded an NGO dedicated to helping the unfortunate• Recruited 25 members and fundraised over 1,500 dollars for multiple service projects throughout the community	

ACADEMIC PROJECTS

ACC 311: Financial Accounting	Fall 2024
<ul style="list-style-type: none">• Analyzed and interpreted financial statements to deepen understanding of company finances and accounting cycles• Developed attention to detail and analytical thinking by preparing accurate financial reports and reconciling discrepancies	
BA 324: Business Communication	Fall 2024
<ul style="list-style-type: none">• Co-led a capstone presentation project on a Fortune 500 company's financial performance• Collaborated on a data-driven presentation, earning top marks for communication, time management, and project execution	

HONORS

• Eagle Scout	Fall 2020
• Presidents Gold Volunteer Service Award	Fall 2020
• National Hispanic Scholar Recognition Award	Spring 2022
• National Rural and Small-Town Recognition Award	Spring 2022

ADDITIONAL INFORMATION

Computer Skills: Proficient in Excel, Word, PowerPoint, and R Script.

Languages: Native English, Conversational Spanish, Basic Knowledge of French.

Certifications: TABC License and Texas Food Handlers License.

Interests: I make a mean coffee, am a certified gym bro, enjoy golf (still learning), and am picking up boxing and running!

Work Eligibility: Eligible to work in the U.S. with no restrictions.