

Samuel Kumar

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CAREER PROFILE

Bilingual Professional with dual majors in Sales and Finance, adept in excel modeling, technical analysis, and technology sales. Demonstrates a resilient work ethic, reliability, confidence, and coachability as a recognized leader. Proven track record of exceeding sales goals, coupled with professional communication and exemplary customer service. Possesses the ability to influence others and convey a sense of urgency to drive issues to closure. Excited to contribute expertise and make a meaningful impact in a fast-paced professional environment.

EDUCATION

BAYLOR UNIVERSITY – Waco, Texas

Dec 2025

BBA - Finance / Professional Selling

Blinn College – Bryan, Texas

Dec 2022

Associate Degree in Science – Business Management

EXPERIENCE

Crown Lift Trucks – Houston, Texas

Summer 2024

Outside Sales Internship

- Developed B2B sales strategies by identifying client needs, presenting tailored solutions, and building strong relationships through regular site visits and follow-ups, leading to increased leads and customer retention.
- Efficiently performed 400+ phone calls, 100+ Customer visits/ In-person cold calls, and successfully closed 1 material handling deal within the 8-week term.

Kraken Resources – Houston, Texas

Summer 2023

Accounting Internship

- Mastered specialized oil and gas accounting software and advanced Excel skills through payout accounting and sales tax audits, while tackling operational challenges like joint venture accounting, royalty payments, and depletion calculations, showcasing strong data analysis and a commitment to operational efficiency.

American Campus Communities – College Station, Texas

Sep 2020 to May 2021

Community Assistant

- Matured selling and leasing skills through tours, answering leasing phone calls, and processing online inquiries.
- Enhanced customer service skills through experiences in the leasing department, successfully managing tenant issues throughout their lease term, which strengthened problem-solving abilities.

Best Buy – Houston, Texas

Apr 2018 to Mar 2019

Computing Sales Consultant

- Generated over 1.3 million dollars' worth of sales within 9 months averaging 100k per Month.
- Earned 7 consecutive #1 Performer awards at the store level and Top Market Performer within the financial department, while enhancing customer service, problem-solving skills, and personal growth by exceeding individual goals and department-wide sales targets.

Chick-Fil-A – Houston, Texas

Apr 2017 to Sep 2017

Team Member

- Developed strong guest service and hospitality skills by greeting customers, taking orders, and handling transactions, while also enhancing communication and teamwork through collaborative problem-solving projects.
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Additional

- Native Spanish speaker; Conversational Punjabi
- The National Society of Leadership and Success