

AQUILINO (JR) ESGUERRA

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OBJECTIVE

Seeking Full-Time Career That Will Strengthen My Knowledge In Industrial Distribution.

EDUCATION

Texas A&M University

Bachelor of Science, Industrial Distribution (Major GPA: 3.756)
Expected Graduation: May 2009

College Station, TX

Fall 2004 – Current

WORK EXPERIENCE

Gexpro

Summer Intern

Atlanta, GA

Summer 2008

- Developed project tracking system and reporting using SalesForce.com
- Prepared 6+ Business Objects/Excel spreadsheets to analyze missed margin opportunities and sales reports
- Performed pricing, quotations, and phone inquiries for 10 million dollar GE Energy account
- Exposure to various warehouse, counter sales, outside sales, and sourcing duties

Electronics Boutique

Sales Associate

Atascocita, TX

August 2003 – July 2004

- Responsible for direct sales and inventory management
- Aided customer searches, made recommendations and merchandise requests in a fast-paced environment
- Developed interpersonal communication skills

LEADERSHIP EXPERIENCE

Professional Association for Industrial Distribution (P.A.I.D.)

Career Fair Coordinator

2007 – Current

- Collaborating with team to recruit over 80 companies to attend the Career Expo\Career Fair
- Organizing networking social preceding Career Fair
- Aiding in the planning and execution of other P.A.I.D. events
- Distinguished member (1 of 24 out of 400 members)

Group Leader of Various ID Projects

Spring 2007 – Current

- Delegated tasks to teammates of groups of 5
- Created timelines and oversaw the development of projects
- Projects include case studies of Pepsi, 7-11, Avnet, Carlton-Bates, and Ford

HONORABLE DISTINCTIONS

Dean's List, Dwight Look College of Engineering

Humble Military Marching Band Scholarship

REFERENCES

Available Upon Request