

# Mary Beth Hebert

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## OBJECTIVE

Seeking a full-time career that will strengthen my knowledge/expertise in Industrial Distribution.

## EDUCATION

Texas A&M University Graduation: May 2009  
Dwight Look College of Engineering  
Bachelor of Science in Industrial Distribution Overall GPR 3.485 Major GPR: 3.521

## WORK EXPERIENCE

**SunSource Activation – Atlanta, Georgia** Summer 2008  
Sales Summer Intern

- Gained technical knowledge on hydraulic, pneumatic, and automation components and systems through warehouse, quoting, purchasing, and sales experiences.
- Compiled and initiated Account Manager catalog for use with customer on key hydraulic and pneumatic suppliers.
- Traveled to various business units and company vendors to gain knowledge on intercompany workings and products
- Acquired sales skills and interpersonal skills through interfaces with customers on sales calls, outbound calls, cold calling appointments.
- Learned forecasting procedures through purchasing strategies and observed logistics of warehouse through conversions, kitting, shipping and receiving.

**Techline Inc. / Techline Pipe - Dallas/Fort Worth, Texas** Summer 2007  
Summer Intern

- Rotational internship learning all aspects of electrical and pipe utility distribution: inside sales, outside sales, purchasing, all warehouse functions, information technology.
- Utilized ERP system and SX by Infor to perform quotations, take-offs, purchase orders, shipping and receiving products, inventory management and product research.
- Shadowed outside sales calls to sites, interacted with commercial and residential construction clients.
- Worked in partnership with branch manager to eliminate dead stock inventory and move inventory to more useful company locations.
- Assisted company in performing physical inventory counts with approximately 2000 products: daily cycle counts, updated bin location system.

**ISC Building Materials, Blazek's Building Supply – Ennis, Texas** December 2006-January 2007  
• Developed Inventory Control system with team of six  
• Organized findings into Inventory Control improvements and presented for executives.

## LEADERSHIP EXPERIENCE

**Professional Association for Industrial Distribution (PAID)** Fall 2005-Present  
*President, Fall 2008-Spring 2009*

- Propel 430 member group towards growth and success by preparing event calendar for the year, conducting all meetings, presiding over all events, counseling officer team, overseeing preparation and maintenance of budget
- Act as liaison between students, faculty, and industry
- Responsible for coordinating and communicating officer duties, tasks, accountability, attendance, and responsibilities

*Senior Career Fair Officer (Summer 2007-Spring 2008)*

- Accountable for organizing and administering two-day golf tournament, social, and fair.
- Collaborated with team to recruit over 80 companies to attend the 2008 Career Fair with gross revenue exceeding \$60,000.
- Direct 6 Team Leaders and committee members in various aspects of Career Fair.
- Implemented changes of venue and increased budget from previous years.

*50<sup>th</sup> Anniversary Event Chair (Fall 2006-Fall 2007)*

*Career Fair Team Leader (Fall 2006-Spring 2007)*

- Cold Called over 50 companies to attend Career Fair

*Distinguished Member (Fall 2006, Spring 2007)*

**Sigma Delta Honor Society** Fall 2007-Present

*Treasurer (Spring 2008-Fall 2007)*

- Top 10% of all Industrial Distribution Students
- Maintain budget for organization and distribute funds accordingly

**Helping One Student To Succeed (Henderson Elementary HOSTS Mentor)**

## HONORABLE DISTINCTIONS

Thomas and Joan Read Scholarship Recipient  
Distinguished Student, Dwight Look College of Engineering  
UIL Academic Scholarship – Stark Foundation  
Daughter's of the American Revolution Scholarship Recipient

Industrial Distribution Student Scholarship Recipient  
PAID Student Scholarship Recipient  
Jake Rebeck Memorial Scholarship Recipient