

Carl T. Weber, III

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EDUCATION

Texas A&M University

Political Science Major, Business Minor
Student Government, Faculty/Student Senate Liaison
Alpha Phi Omega
Dean's List

University of North Texas – BA, Political Science

Business Concentration
Study Abroad, London England
Worked with Members of Parliament, the Prime Minister's staff and various party officials.

OCCUPATIONAL HISTORY

Asset Strategies International

2010 - 2015 | Rockville, MD

Assistant Manager, Preferred Client Relations

- Coordinated the hiring and training of all sales staff
- Facilitated global sales in excess of 100 million
- Traveled internationally and domestically to develop business contacts and joint venture partners
- Face to face and phone sales, both inbound and outbound
- Innovated use of Google Docs, among others, to decrease order time, increase productivity and communications
- Specialized in precious metals, foreign currencies, asset management and rare tangible assets

Mercury

2008 - 2010 | Rockville, MD

Sales Representative

- Obtained new leads to further sales using networking skills and industry contacts
- Founding member of Alexandria Brown Bag, a monthly industry networking event
- Managed client contracts from lead to print production
- Proficient with Sage ACT! client management software

Luby's, Inc.

2005 - 2007 | Fort Worth, TX

Associate Manager

- Established catering operations for the Fort Worth and Arlington region
- Facilitated and managed the openings of three new locations
- Promoted quickly from Assistant Manager to Associate manager

Eagle Scout, Boy Scouts of America

1993-1999 | Fort Worth, TX

- Inducted into the Order of the Arrow, Boy Scout's honor society
- Senior Patrol Leader
- Planned and coordinated monthly activities and yearlong action plans for a troop of 100+
- Led regional Junior Leader Training courses for 120 scouts in an intensive 4 day course

STRENGTHS AND SKILLS

Technology – Fluent with multiple office suites, as well as Microsoft, Apple and Mobile platforms

Spoken and Written Communication – with both clients and colleagues - incredible diplomacy and tactfulness

Public Speaking – presented at multiple conferences both domestically and internationally and multiple commercials

Training – Conducted training for groups consisting of 2 to 180 people and developed training materials

Leadership – Stage Manager of Cast and Crew consisting of 250+ for multiple theatrical productions