

# Austin Angelo

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## EDUCATION

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**Southern Methodist University – Cox School of Business**  
*BBA in Finance Major, Sports Management Minor - 3.55 GPA*

**Dallas, TX**  
*Graduating Spring 2023*

## PROFESSIONAL EXPERIENCE

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**EMG Sports**  
*Incoming Intern*

**Richboro, PA**  
*Fall 2021*

**Chad and Sandy Real Estate Group**  
*Intern*

**Jacksonville, FL**  
*Fall 2021*

- Worked one on one with clients as a Client Relations Manager
- Helped facilitate and meet client needs in real estate purchases under a realtor
- Created and maintained custom plans for client real estate processes

**University of Houston Athletic Department**  
*Intern*

**Houston, TX**  
*Summer 2021*

- Created 10-page pitch deck used by athletic director in sales pitch to car companies in the Greater Houston Area
- Collaborated with marketing/fan engagement team to implement new strategies and input from a student's perspective
- Originated excel spreadsheet of UH football record book which was used by the social media team
- Processed transactions which included season tickets for basketball and football while providing customer assistance

**Warren & Baker LLP**  
*Intern*

**Katy, TX**  
*Fall 2018 - Summer 2020*

- Managed firm CRM database, researched prospective clients, and assisted support of existing clients
- Cold called decision makers and set up appointments

**Angelo IP**  
*Intern*

**Woodlands, TX**  
*Fall 2018 - Summer 2020*

- Due diligence review of documents for foreign filing projects and instructing foreign associates on filing projects
- Responsibilities include legal research and formalities compliance

## TRAINING

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**Dale Carnegie Course – Effective Communications and Human Relations**  
*Training*

**Houston, TX**  
*Spring 2021*

- Learned to strengthen interpersonal relationships and develop a commanding attitude with confidence and enthusiasm

**4thandTenKickingandPunting**  
*Training Athlete & Assistant*

**Spring, TX**  
*March 2016 - July 2021*

- Coached by 15-year professional arena kicker, motivational speaker, and life coach. Trained with junior high, high school, collegiate, and professional specialists. Coached and evaluated high school and college prospects.

**Ward & Ames**  
*Actor*

**Houston, TX**  
*Summer 2019*

- A short film for Memorial Hermann debuted at Memorial Herman's Circle of Life Gala 2019 that raised 8.25 million dollars for Memorial Hermann life flight and trauma operations

## Activities & Interests

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**Activities:** Sports Strategy and Sales Club, National Society of Collegiate Scholars, Business Consulting Group, ProForm Kicking Academy, SMU Real Estate Club, Intramural Sports, Leigh Steinberg Sports Business Certificate (In Progress), Becoming a Sports Agent by Case Western Reserve University

**Interests:** Sports (NFL, NBA, EPL, MLS), Athletic Activities (Pickle Ball, Spike Ball, Ping Pong), Competing (Board Games, Cards), Outdoor Activities (Hiking, Traveling, Movies, Music)