

# Jacob Ruggles

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## EDUCATION

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### Texas A&M University

*Master of Science in Finance  
Mays Business School*

**College Station, Texas**

*May 2023*

*Cumulative GPA: 3.00/4.00*

### Texas A&M University

*Bachelor of Science in Chemical Engineering  
College of Engineering*

**College Station, Texas**

*May 2022*

*Cumulative GPA: 3.70/4.00*

## PROFESSIONAL EXPERIENCE

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### Alvarez and Marsal

*Incoming CPI Analyst*

**Dallas, Texas**

*September 2023*

### Frost & Sullivan – The Growth Strategy Research & Consulting Firm

*TechVision Analyst Senior Intern*

**San Antonio, Texas**

*June 2022 – August 2022*

- Presented emerging technologies and trends that pose as a disruptive force to industries clients occupy as part of a global team providing insight and guidance to clients in building business strategy
- Researched various technologies and industry trends to compose profiles for clients to access and view when formulating ideas for future endeavors
- Conducted extensive research into patents to populate a list of emerging manufacturing processes and materials used in the semiconductor industry

*Commercial Analytics Intern*

*June 2021 – August 2021*

- Researched, interviewed, and established Relationship Maturity Index (RMI) Plans for 17 Global Accounts with over \$8M in business working internally with Senior Partners and commercial team; provided weekly progress updates on RMI project to partners and executives and presented goals and future benefits to 20+ global Account Executives
- Utilized Annual Reports, LinkedIn Sales Navigator, ZoomInfo, and D&B reports to research Fortune 500 companies to cultivate top 100 contacts for key divisions of accounts, create RMI, analyze previous sales, and evaluate overall relationship for the purpose of scaling relationships for the sales team to identify targets and growth areas

### Hunters Creek Swim Team

*Swim Team Coach*

**San Antonio, Texas**

*Summers 2019 – 2021*

- Coordinated with swim team board and parents to design team practices and plan swim meets for over 120 swimmers; coordinated volunteers for timer, timesheets, and race entry duties
- Coached and mentored multiple age groups of swimmers aged 5-18 years old 6 days a week to improve technique and encourage confidence and safety in the swim environment; offered private swim lessons to swim team members

## LEADERSHIP & INVOLVEMENT

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### Kappa Alpha Order

*Philanthropy Chair*

**College Station, Texas**

*January 2019 – December 2020*

- Organized all philanthropic events for Kappa Alpha Fraternity to support the Muscular Dystrophy Association and created a committee to aid in planning and running all philanthropy events including a new basketball tournament
- Planned outreach to donors, other organizations for participation, and event logistics for inaugural philanthropy event ultimately postponed due to COVID-19
- Led coordination of signups with KA members and sister sorority, and assignment of projects for The Big Event

### Texas A&M University Student Senate

*Elected Representative*

**College Station, Texas**

*December 2018 – December 2019*

- Served on behalf of the College of Engineering and voted on numerous student bills to promote events and provide impactful student services or facilities upgrades; presented to university leadership for implementation
- Provided support on all financial matters as part of the Finance Committee to enact student bills and fund trips to Capitol for Senate membership

## SKILLS, ACTIVITIES & INTERESTS

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**Skills:** MatLab, Aspen Plus, Microsoft Office, LinkedIn Sales Navigator

**Activities:** American Institute of Chemical Engineers (AIChE), The Big Event, TAMU Fish Camp

**Interests:** Aggie Sports, Formula 1, San Antonio Spurs, Wake Surfing, Snow Boarding