

Robert Caro

361-774-0538 | rexpensive19@tamu.edu | www.linkedin.com/in/robertcaro

EDUCATION

Texas A&M University, Mays Business School College Station, Texas
Master of Real Estate May 2025

Texas A&M University College Station, Texas
Bachelor of Psychology May 2023
GPA: 3.41/4.0

EXPERIENCE

Rokrbox College Station, Texas
Floor Manager June 2022 – Present

- Utilize active coaching on 30 sales representatives to help them advance within company, 20 of those employees saw at least one promotion in their time at Rokrbox
- Currently direct nine senior representatives on new practices and areas for improvement; resulting in a 10% lead conversion rate across six customer relationship management systems
- Created merit point system to help evaluate employee performance; assisting in successful transfer of 240 leads per month

Trainer/ Recruiter May 2022 – June 2022

- Instructed sales representatives on best practices to increase effectiveness of their calls; trained 25 employees, four of which ended up reaching level of Floor Manager
- Evaluated performance of sales representatives during the training process to improve calling ability

Sales Representative April 2022 – May 2022

- Successfully evaluated and transferred 950 leads to real estate agents so they close lead
- Performed an average of 300 phone calls a day to contact leads and determine their value for clients

LEADERSHIP & INVOLVEMENT

Texas A&M Psychology Department College Station, Texas
Research Assistant January 2022 – December 2022

- Analyzed human learning process through researching individuals' decision making
- Gained hands on experience facilitating 80 participants a month across three research studies

Aggies Reaching Out College Station, Texas
Director of Outreach April 2022 – January 2023

- Arranged two social events a month, averaging 10 attendees, with a focus on team building exercises
- Managed team of eight peers while conducting monthly meetings to design merchandise and plan social events for the rest of organization
- Coordinated with Memorial Student Center to arrange a location for fundraising hat sales, raising thousands

Big Event College Station, Texas
Team Member March 2021 – March 2023

- Assisted members of the Bryan College Station community with home maintenance and yard work

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: Cold Calling, Data Analysis, Market Research

Certifications & Training: Excel Certified

Activities: Aggies in Commercial Real Estate Club

Interests: Western Dancing, Aggie Football, Commercial Real Estate