

Sam Poppen

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EDUCATION

Texas A&M University, Mays Business School
Master of Science in Real Estate

College Station, TX
May 2025

Texas A&M University
Bachelor of Science in Industrial Distribution

College Station, TX
May 2023

EXPERIENCE

Greystar

Chicago, IL

Property Management Intern

June 2023 – September 2023

- Conducted all aspects of leasing process, closing 20+ leasing agreements, while working with team to maintain occupancy rate of 97%
- Operated closely with property management team and corporate teams to learn nuances of both areas of operations in property management
- Prepared final assessment of internship experience for corporate management team for insight on how to improve experience and gain another viewpoint

SRS/Heritage Family of Companies

Houston, TX

Management Intern

June 2022 – August 2022

- Rotated through counter sales, outside sales, management, inventory, and procurement departments to gain understanding of all aspects of warehouse distribution branch
- Piloted sales project with Regional Vice President and Area Managers for new branches and acquired companies to grow their sales book and expansion plans, conducting research and analysis for the team

Generator Supercenter

College Station, TX

Outside Sales Representative

August 2021 – January 2023

- Lead entire residential sales process, including lead sourcing, prospecting, and consulting to understand right product for each customer during onsite sales calls

LEADERSHIP & INVOLVEMENT

Aggie Men's Alliance

College Station, TX

Special Events Officer

November 2021 – May 2023

- Managed team of 4 officers as well as upwards of 50 members to complete Chilifest Music Festival team plot of land, creating and managing a budget with sales revenue of over \$100K
- Coordinated 3 out of town trips per year, with excursions and housing for roughly 150 active members and guests, resulting in networking and bonding experiences, with varying budgets from \$5k-\$50k per event

Sigma Delta Honors Society

College Station, TX

Vice President

April 2021 – December 2022

- Collaborated with team of 6 to develop industry club to promote eligible students to employers through networking events and other activities
- Provided members information and workshop sessions for interviews as well as career fair advice from industry partners to give them a leg up on other students

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: Microsoft Office

Certifications & Training: REFM REFAI Certification, REFM Excel Bootcamp Levels 1,2,3

Activities: Aggie Mens Alliance, REAL, ACRE, AREA, MRE Student Society, PAID, Sigma Delta Honors

Interests: Commercial Real Estate Development, Industrial Real Estate, Mixed-Use Property Development