

Hassan Sbeiti

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EDUCATION

Texas A&M University, Mays Business School College Station, TX
Master of Business Administration December 2024

University of Houston, C.T. Bauer College of Business Houston, TX
Bachelor of Business Administration in Finance August 2022
Bachelor of Business Administration in Accounting

EXPERIENCE

Chevron Houston, TX
P/SCM Development Program Intern - MCBU May 2024 – August 2024

- Analyzed spend leakage, identifying opportunities and providing recommendations on cost-savings
- Developed a comprehensive PowerBI dashboard to represent spend, enhancing insights into cost allocation for wells per product service line (PSL)
- Gained proficiency in the DUC-B benchmarking tool, and effectively presented its use to category managers to optimize their respective product service lines
- Improved efficiency and decision-making by communicating across business units to ensure accuracy
- Integrated complex invoice and well planning datasets into user-friendly visualizations, facilitating better financial oversight and strategic planning

Swift Auto Houston, TX
Owner October 2020 – Present

- Researched and developed relationships with alternative funding sources to secure \$250,000 in year one
- Tripled investment funds to \$750,000 over the course of one year by understanding and targeting the market
- Diversified product sourcing to increase overall inventory four times during the fiscal year
- Used web-based marketing resources to target over five million users which led to \$1.3M in annual revenue
- Developed a training program to familiarize employees with automotive industry responsibilities and standards

Royal Autoplex Dallas, TX
Finance Manager February 2018 – October 2020

- Collaborated with numerous banks to offer customer financing, resulting in doubled sales during the first quarter of the fiscal year
- Reduced service overhead and operating expenses 33% by selling aged accounts receivable
- Increased cash flow 1.5 times by creating an inventory turnover plan for units based on previous years' data
- Improved collection rate by integrating conventional lending approaches centered around customers' trust

LEADERSHIP & INVOLVEMENT

Texas Business Hall of Fame TX
Member June 2024

TX Automotive Dealer Webinar Houston, TX
Assistant Director October 2022

HONORS & AWARDS

- The William Zartler Future Texas Business Award (2024)
- Texas A&M Graduate Merit Scholarship (2023)
- Ted Bauer Undergraduate Business Scholarship (2020)

SKILLS & CERTIFICATIONS

Languages: Arabic and English

Technical Skills: Advanced in Microsoft Word, Excel, and PowerPoint; Proficient in Tableau

Certifications & Training: Certificate in Commercial Banking (2022)