

David E. Leal

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EDUCATION

Texas A&M University, Mays Business School
Master of Business Administration

College Station, TX
December 2023

Texas A&M University
Bachelor of Science in Allied Health

College Station, TX
December 2018

EXPERIENCE

Toyota Financial Savings Bank
Commercial Lending Business Intern

Plano, TX
May 2023 – August 2023

- Improved commercial lending process by mapping out process flows and implementing kaizen practices to generate efficiency gains and mitigate risk in the lien release and commercial wiring process
- Documented procedures necessary for annual FDIC review and team member reference by interviewing process owners and organizing work elements into structured and coherent process documents
- Presented proposals for enhancements to bank executives by providing examples of tangible improvements that could be made immediately and future considerations for when the loans migrated to a new servicing platform

OneSource Virtual
Benefits Reconciliation Lead

Dallas, TX
July 2020 – October 2022

- Managed efforts of customer generation and support by building and presenting reconciliation files to customer Benefits and Accounting departments resulting in new client acquisition and retention of existing clients by demonstrating the value of the Benefits Reconciliation service
- Analyzed 40+ different customers' reconciliation processes identifying inaccuracies and implementing changes based on need and efficiency; led to process optimization and alleviation of 50% to the entire client workload
- Support 3 different teams across BPaaS department by building custom reports in Workday based on specific needs to advance the completion of time-sensitive tasks requested by the customer
- Delivered training of team tasks by coaching, counseling, and monitoring new and current team members, contributing to the overall preparation of peers and decreasing the time required to gain critical knowledge and skills

LEADERSHIP

Aggies in Business, Texas A&M University
Director of Aggie Venture

College Station, TX
September 2022 – Present

- Lead student organization of about 15 MBA students focused on connecting startups with angel investors
- Administer screening calls of start-ups in the pre-seed or seed stages of funding for future investor conferences
- Organize and host monthly conferences where 4-6 promising startups present their pitch to potential investors
- Act as primary contact and liaison between investors and startups after pitches and perform necessary due diligence to move forward with funding

Humana-Mays Case Competition
Project Management Team

Plano, TX
April 2023 – Present

- Coordinate with Humana Data Governance and Project Management team to organize case competition held for graduate level students from over 48 different universities in the U.S
- Maintain and update the case competition website throughout the event life cycle, host Q&A sessions with prospective participants, and answer administrative questions throughout the competition
- Market the competition by having conversations with graduate program directors of major universities and creating an email and social media marketing campaign

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: Microsoft Excel (Pivot Tables, XLOOKUPS), PowerPoint, SQL, Tableau, JMP, Salesforce

Activities: Startup Fast Pass, Camp LIFE, Toyota4Good, Mays Business School MBA Association

Interests: Reading, collecting second-hand books, listening to podcasts, football, fishing, and watching movies