Peter David Stevens

Address
Phone
email

EDUCATION

BACHELOR OF BUSINESS ADMINISTRATION IN MARKETING
University of Texas, Austin, TX, May 2002 College and Graduate School of Business
Major: Marketing; Minor: Spanish Cumulative GPA: 3.8

PROFESSIONAL SKILLS

Entrepreneurial:

- Designed, published and promoted 35-page marketing Web site.
- Established, managed, and sold lawn service consisting of 20 clients.
- Founded and maintained car detailing service responsible for 25 clients.

Professional Sales:

- Telemarketed as an order-taker for Longhorn Tire Supply, which involved learning and implementing sales presentation and conflict-resolution skills.
- Performed cold, door-to-door sales calls to obtain clientele for a deli delivery route and landscape service company.
- Solicited Austin business professionals for donations and sponsorships of UT Crew, Club Hispanic, and George Bush Hall events.

Communications:

- Composed business news articles as an intern and authored editorial articles as a freelance columnist for the Texas Business Weekly.
- Drafted professional letters for the Texas Bureau for Compliance Monitoring and a financial assistance proposal for the Austin Rotary Club in an academic internship with the Migrant Farmworkers Association.
- Performed reading, writing, and speaking activities in Spanish while participating in a language immersion program in Costa Rica, a Latin American Studies trip in Guatemala, and a business internship program in Ecuador.

Multicultural:

- Developed integrated marketing plan for sale of services to Latin American municipalities through internship program in Ecuador.
- Participated in Spanish immersion program in San José, Costa Rica, while living with a local family and attending a language school for one month.
- Interacted with Mayan Indians to observe their cultural norms and study their language for two weeks through a Latin American Studies trip to Guatemala.

ACTIVITIES

Resident Assistant, UT Department of Residential Life
General Member, UT Alumni Association
Rower, UT Crew Team