

Joseph F. Cotie

(281)512-6128 | Joseph.Cotie@tamu.edu | www.linkedin.com/in/joecotie

EDUCATION

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

College Station, Texas
In Progress

Texas Tech University
Bachelor of Science in Animal Science
Honors: Cum Laude

Lubbock, Texas
May 2024

EXPERIENCE

Cotie Brothers Show Cattle

Owner

Houston and Lubbock, Texas
April 2016 - Present

- Optimized new facilities regularly in new locations to better assist and serve clients; resulting in expansion of the company to 4 different markets across the state of Texas
- Partnered with 4 shareholders to improve upon the product merit; resulting in an increase of sales revenue by \$80,000 in one year
- Acquire new assets on a regular basis from across the country; resulting in a diverse and high-quality product that drove repeat business to over 70% and an increase in new customer acquisition year over year
- Lead a team of 6-10 employees through 13 sale seasons, driving in core values of quality and customer focus; resulting in growth of sales in excess of 15% yearly

Vaughn Construction

Project Management Intern

Houston, Texas
Summer, 2021, 2022

- Conducted 5 to 10 site evaluations and safety punch lists weekly; resulting in a safe and effective work environment that had a perfect safety track record
- Developed contract documents with between 2 to 6 parties, executing extreme precision and care; resulting in lowered risk and the ability to maintain tighter deadlines
- Assisted with 6 weekly meetings and communication between cross-functional teams; resulting in fast and effective streams of communication, keeping deadlines on track and reducing costly mistakes

4H Farms

Operations Team Member

Lubbock, Texas
September 2021 – January 2022

- Compiled team daily and ensured tasks were carried out effectively; resulting in the production season finishing 3 ½ weeks ahead of schedule despite record amounts of product output
- Coordination of operations and repair cycles of equipment; resulting in relatively zero down time, and equipment running continuously 24 hours a day for entire 120 day season

LEADERSHIP & INVOLVEMENT

Texas Tech Cattleman's Association

Events Organizer

Lubbock, Texas
September 2022 – May 2023

- Organized recruiting and membership events to reengage participants resulting in increased level of participation by 80%

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: Proficient in Microsoft Excel

Certifications & Training: OSHA 10, Forklift Training, Experience on Large Equipment and Vessels

Interests: Self Improvement, The Great Outdoors, and Building the Future!