

Silvestre Garcia

(713)560-2763 | Silvestre.Garcia1002@outlook.com | www.linkedin.com/in/silvestre-garcia-SSG

EDUCATION

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

College Station, TX
July 2026 – May 2028

The University of Texas at San Antonio, School of Public Health
Bachelor of Science in Public Health
Concentration in Epidemiology and Disease Control

San Antonio, TX
December 2023

EXPERIENCE

United States Army Reserves

Operations and Logistics Manager | Staff Sergeant

Houston, TX
June 2017 – Present

- Spearheaded logistics operations for organization of 125 personnel, led to safe completion of over collective 10,000 miles, and contributed to usage of \$5 million worth of equipment during high operational tempo
- Exercised decentralized decision-making framework for 35 Soldiers to make time-sensitive operational decisions that adhere to the intent of leadership, breaking down lengthy communication chains from four layers of authorization down to one, improving Soldier safety and mission success
- Volunteered for overseas deployment in high-pressure austere environment, led readiness measures for 14,000 pieces of equipment with 20 personnel, coordinating multi-base logistics operations to achieve 100% mission success
- Coordinated with cross-functional teams with varying capabilities during real-world missions and training exercises, successfully relocating 125 personnel and 300 pieces of cargo via aircraft and ground transportation simultaneously to new area of operations in under 4 hours when provided with 24-hour window
- Responsible for the safety, well-being, and career development of 12 Soldiers, ensuring needs are met, training is executed to highest standard, and mentor junior Soldiers into exemplary leaders in military, civilian, and personal life

Sentinel Supply

Inside Sales Representative

Houston, TX
July 2024 – June 2026

- Procured mission critical firearms and equipment for law enforcement, military organizations, first responders, and public-school systems, ensuring timely fulfillment with transparent communication and sourcing from high-quality vendors, directly contributing to over \$11 million in revenue during tenure
- Led purchasing and sourcing initiatives, including hundreds of competitive bids (RFPs/RFQs) with multi-year contract values over \$150 million, participated in negotiations, and communicated with procurement managers to draft compliant and competitive contracts
- Integrated Artificial Intelligence into workflow, utilizing Perplexity Enterprise Spaces to read through solicitations, bid packets, scopes of work, and research competitive offerings in our lineup, sharing capability with inside sales team and C-Suite executives so everyone can contribute and have full understanding of requirements
- Managed over 1,500 government accounts throughout the US, becoming internal subject-matter expert for outside sales staff to provide information to clients on technological developments and government purchasing trends

Blue Bulb Electrical Company

Operations Manager

Houston, TX
March 2020 – July 2025

- Helped launch small business during global pandemic to \$3 million in total revenue to-date by establishing Standard Operating Procedures (SOPs) in tracking customer data, order writing, and inventory management
- Redesigned model and strategy on spending habits across the board, resulting in 20% decrease in COGS and streamlining process track from estimate to invoice, pushing business towards profitability
- Arranged key communication channels regularly between CEO and key stakeholders on large commercial and industrial projects, ensuring all parties involved maintained awareness of status, obstacles, and target goals

SKILLS & ACTIVITIES

Nonprofit Organizations: Operation Motorsport – Beneficiary Relations Assistant (February 2026 - Present)

Technical Skills: QuickBooks Enterprise, QuickBooks Online, (Entry-level) R, Python, SAS, SPSS, Power Automate