

Yeager Dicus

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EDUCATION

Texas A&M University, Mays Business School

Master of Business Administration

College Station, Texas

May 2027

Boise State University

Bachelor of Business Administration in Finance

Boise, Idaho

May 2023

EXPERIENCE

AT&T

Dallas, Texas

FLDP Finance Intern, Mass Markets Sales & Distribution Finance

June 2026 - August 2026

- Designed a multi-metric ranking tool that aggregated sales-team performance into overall rankings, enabling leaders to distinguish consistently strong results from sustained improvement, emerging decline, and persistent underperformance.
- Built an IHX workforce and productivity model that identified an \$8M sales gap, projected \$24M in six-month upside from closing staffing and productivity gaps, and quantified \$40M in potential unrealized sales if performance remained unchanged.
- Redesigned quota recommendations for newly aligned Northwest and Southwest markets, translating historical performance and organizational changes into a consistent methodology for leadership planning and review.

Lamb Weston

Eagle, Idaho

Credit Analyst

December 2023 - July 2025

- Enabled the onboarding of 65 new customers and \$75M in portfolio growth by coordinating Sales, Finance, and Customer Service around a consistent risk-assessment process that maintained established credit standards.
- Balanced growth and risk across a \$600M customer portfolio by translating financial performance, industry conditions, and customer behavior into recommendations that supported commercial decisions while preserving 100% of portfolio capital.
- Co-developed customer rating models that gave cross-functional stakeholders a more consistent framework for evaluating financial risk and making credit decisions.

Frito-Lay / PepsiCo

Boise, Idaho

Sales Associate

May 2023 - November 2023

- Drove adoption of sales technology through targeted training and field coaching, improving ordering and merchandising compliance by 40% in an underperforming district of 12 sales representatives.
- Reframed sales execution with a clarified assortment plan, reducing unsellable product and lifting quarterly sales by 10% via data-informed adjustments.

J.R. Simplot Company

Boise, Idaho

Enterprise Finance Intern, Global Finance & Credit

August 2022 - May 2023

- Translated commodity price movements and refreshed credit scores into partner guidance, optimizing credit limits and expanding capacity by \$5M across 2,500 accounts.

Boise State Football

Boise, Idaho

Recruiter

May 2021 - July 2022

- Evaluated prospects across 12 states through film analysis, scouting reports, and campus recruiting visits, contributing to the nation's 64th-ranked recruiting class and the highest-rated class in Boise State history.
- Established a transfer-portal evaluation blueprint and communication cadence, increasing transfer enrollment by 50%.

PROJECTS

Field Vision

College Station, Texas

Independent Project, Computer Vision & Analytics

January 2026 - Present

- Built a computer-vision workflow that converts football game film into standardized offensive and defensive line evaluation metrics, replacing subjective scouting notes with comparable data.
- Scoped the problem with coaching and personnel staff, translated their evaluation criteria into product requirements, and directed technical contributors against a prioritized build plan.

SKILLS, ACTIVITIES & INTERESTS

Technical: Excel, Power BI, Financial Modeling, Microsoft Copilot, Claude Code, OpenAI Codex

MBA Coursework: Strategic Sales Leadership, Negotiations, Strategic Management

Interests: Football Recruiting, Film Analysis, Sports Analytics