

Sam Block

949-945-8285 | Samuel.block@tamu.edu | www.linkedin.com/in/samuel-block

EDUCATION

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

College Station, Texas
December 2025

Colorado College
Bachelor of Economics
GPA: 3.3/4.0

Colorado Springs, Colorado
May 2018

EXPERIENCE

Tax Relief Advocates
Resolution Officer

Irvine, California
August 2023 – May 2024

- Conducted over 10 daily client consultations, identifying pain points and delivering solutions that advanced clients towards compliance and satisfaction
- Achieved a high conversion rate of consultations into initial sales, ranking in the top 10 of over 200 sales representatives, which resulted in onboarding 50+ new clients monthly
- Promoted to the full-time sales team early in tenure, consistently achieving a total monthly sales volume of \$85,000 and surpassing \$100,000 in sales three times, demonstrating exceptional sales performance

Red Tail Residential
Construction Analyst

Irvine, California
May 2021 – March 2023

- Designed and implemented a new reporting system to monitor capital improvement projects within a portfolio exceeding \$200 million, improving data accessibility and decision-making efficiency
- Created a concise, real-time summary document for executives, enhancing transparency and oversight of asset management and project progress
- Rolled out the new system across 150+ projects, resolving previous information bottlenecks and optimizing executive decision-making processes
- Facilitated regular project management meetings, increasing the on-time completion rate of major capital projects by 25%
- Negotiated with vendors to improve pricing and contract terms, reducing costs by 30% and securing dependable product and service partnerships

Redwood Construction
Construction Analyst

Irvine, California
May 2018 – May 2021

- Developed a process improvement system to monitor unit renovation deadlines, reducing idle time of revenue-generating units by 50%
- Conducted comprehensive cost and trend analysis across major US regions, providing actionable insights for budgeting and project scope planning
- Standardized and led onboarding and training programs for new hires, enhancing efficiency and reducing project manager turnover by 20%

SKILLS & COMPETENCIES

- **Data Analysis:** Experienced in analyzing market and operational data to identify opportunities and streamline processes
- **Customer Insights:** Skilled in conducting client consultations and using insights to drive solutions and improve service delivery
- **Cross-Functional Collaboration:** Adept at working with diverse teams and aligning different departments to execute projects and deliver results
- **Presentation & Communication:** Strong ability to present findings and updates clearly and effectively to senior leadership
- **Strategic Planning:** Demonstrated experience in strategic decision-making and process optimization