

Isabella Amezquita

www.linkedin.com/in/isabella-amezquita | 713.302.0178 | ilamezquita@crimson.ua.edu

EDUCATION

Bachelor of Science in Commerce and Business Administration, May 2024

The University of Alabama, Culverhouse College of Business, Tuscaloosa, AL

Major: Marketing Minor: Real Estate, Sales

GPA: 3.96/4.0 Major GPA: 4.24

Presidents List

RELEVANT COURSE WORK

Real Estate Finance and Investment (Spring 2023), **Principles of Real Estate** (Fall 2022), **Marketing Research** (Spring 2023), **Managing Innovation** (Spring 2023), **Foundation of Entrepreneurship** (Fall 2023), **Personal Selling** (Fall 2022), **Sales Management** (Fall 2022), **Business Finance** (Fall 2022), **Operations Management** (Spring 2023)

WORK EXPERIENCE

AT&T B2B Sales Development Intern, June 2023– July 2023

AT&T, Dallas, TX

- Actively engaged in comprehensive sales training, cold calling, buyer qualification, field observation, and CRM software utilization
- Demonstrated a keen ability to identify market opportunities and adeptly employ persuasive communication techniques to drive product and service sales
- Gained practical experience by shadowing field sales professionals, specializing in selling fiber and mobility products

Commercial Real Estate Intern, January 2023 – May 2023

Katz & Associates, Franklin, TN (Remote)

- Provided valuable support in retail tenant representation, specializing in site selection within the Tennessee markets
- Utilized technological databases to facilitate retailers in expanding store locations

Commercial Real Estate Intern, May 2022 – August 2022

Shop Companies, Houston, TX

- Supported the Tenant Representation team with concept ideas, sales volumes, marketing collateral creation, and tour books
- Actively participated in retail and restaurant tours, contributing new concepts on local, regional, and national level
- Engaged in third-party leasing, specialty projects, investment sales, and market strategy development

LEADERSHIP EXPERIENCE

Academic Justice, January 2022 – Present

Culverhouse Academic Honor Council, Tuscaloosa, AL

- Selected as 1 of 11 justices through an extensive interview process for the Culverhouse Academic Honor Council
- Actively involved in the development and supervision of the ethics program led by the Ethics Advisory Committee
- Promotes ethics, character development and academic integrity among students campus-wide

Executive Coordinator, January 2022 – Present

Professional Women of Business, The University of Alabama, Tuscaloosa, AL

- Holds the position of Executive Coordinator, assisting the executive team in planning and organizing team events
- Effectively manages and maintains weekly attendance of over 300+ members for meetings and speaker events
- Participates in networking and contributes to fostering a culture of professional etiquette in meetings

Member, February 2022 – February 2023

Delta Sigma Pi Professional Business Fraternity, Alpha Sigma Chapter, Tuscaloosa, AL

- Chosen out of a pool of applicants through an interview process to be inducted into the fraternity
- Utilizes networking and communication skills to better professional development
- Attends weekly meetings, community service events, and professional events

HONORS & ACTIVITIES

Delta Delta Delta Member, Rush Team Fall 2023, Reference Chair 2022

Recipient of Capstone Scholarship

COMPUTER SKILLS

Microsoft Word, Microsoft PowerPoint, Microsoft Excel, LinkedIn Sales Force Navigator, Salesforce, LoopNet