

TRISTAN TAMEZ

linkedin.com/in/tristantamez

2508 S Third St · Waco, TX 76706
(210) 833-1432 · Tristan_tamez1@baylor.edu

SALES EXPERIENCE

Business Development Specialist *May 2026 – Aug 2026*
DOCUmentation – Dallas, TX

- Own an independent sales territory — averaging 100 outbound calls and door-to-door prospecting daily.
- Booked 11 face-to-face client meetings with companies generating an average of \$10M+ in revenue.

Automotive Sales Assistant Intern *May 2025 – Aug 2025*
North Park Chevrolet

- Partnered with a top-performing sales associate to sell 60 vehicles and independently closed 6 sales, contributing to \$2.2M+ in revenue.
- Supported the full sales cycle using VinSolutions CRM, managing leads, customer interactions, and follow-ups to drive conversion and retention.

BAYLOR EXPERIENCE

Community Group Leader *Sept 2025 – Present*
Highland Baptist Church

- Led and discipled a group of 9 first-year students through weekly Bible study, teaching, and intentional mentorship.
- Fostered spiritual growth, accountability, and community by guiding students through their transition to college life.

Risk Management *Nov 2025 – Present*
Phi Kappa Chi

- Developed and enforced event protocols, proactively reducing risk while enabling successful social, recruitment, and service events.
- Led the fraternity's first-ever chapter-wide risk management strategy, implementing a new training system to educate over 150 members on safety and accountability.

Recruitment Chair *Nov 2024 – Nov 2025*
Phi Kappa Chi

- Directed recruitment strategy and execution for all fraternity events, ensuring alignment with organizational goals and university policies.
- Built strong pipelines of high-quality candidates through intentional relationship building and personalized outreach, recruiting 45 new members.

Orientation + Line Camp Leader *June 2024 – Aug 2024*
Baylor University New Student Programs

- Led and mentored a team of 50 incoming students, setting the tone for community, faith-based engagement, and successful transition.
- Collaborated with counselor leadership to design and execute mission-driven orientation programming.

EDUCATION

Baylor University
Waco, TX · May 2023 – May 2027

Professional Selling Major
Religion Minor
GPA: 3.67

HONORS & PROGRAMS

BEST Program
Hankamer School of Business · Senior Year
Selected as 1 of 14 men in a yearlong academic leadership cohort built around Business, Excellence, Scholarship, and Team — real-world case study, pro bono consulting, and executive mentorship.

Christian Leadership in Business (CLB)
Hankamer School of Business · Senior Year
Selective leadership development program equipping students to lead with ethics and servant leadership through mentorship from accomplished Christian executives.

SCHOLARSHIPS

Baylor Distinction Award
Baylor Ministry Scholarship
BGCT Ministry Scholarship
Baylor Choice Scholarship
CLB Scholarship
Richard & Pat Roach HSB Schp
Phi Kappa Chi Excellence Scholarship

SKILLS

GTM Tools: Salesforce, VinSolutions, LinkedIn Sales Navigator, ZoomInfo, Claude
Technical: Microsoft Excel
Sales: Prospecting, Consultative Selling, Appointment Setting, Discovery
Leadership: Mentorship, Recruitment, Risk Management