

JAVIER ECHEVERRIA

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EDUCATION

UNIVERSITY OF TEXAS AT SAN ANTONIO

Spring 2026

Bachelor of Business Administration in Accounting

Bachelor of Business Administration in Economics

Relevant Coursework: Federal Income Taxation, International Economics, Cost Analysis, Econometrics and Business Forecasting

PROFESSIONAL EXPERIENCE

AI Teammates

SANTA CRUZ (REMOTE)

AI Solutions & Business Development Associate

June 2025 - Current

- Generated and managed a pipeline of 200,000+ prospective clients, researching 10,000+ decision-makers and executing personalized outreach campaigns that engaged 3,000+ founders and executives through AI-driven sales workflows
- Designed and optimized 20+ CRM automations and AI workflows, integrating lead routing, appointment scheduling, email/SMS automation, AI receptionists and calendar synchronization to improve sales operations
- Implemented and managed 15+ AI software integrations across websites, CRMs, Meta Pixel, domains and third-party platforms while troubleshooting technical issues and streamlines client onboarding

PENDER HASTINGS CAPITAL

SANTA CRUZ (REMOTE)

Private Equity Intern

November 2024 - May 2025

- Built and refined investor decks and executive summaries for the PHC Land Development Fund, integrating 25–30% IRR targets and project pipeline analytics to position offerings for high-net-worth and institutional investors.
- Audited and optimized 5+ pro forma financial models and active project data across Florida, Texas, Tennessee, Kentucky, and North Carolina, ensuring precision in land acquisition costs, construction budgets, sale pricing, and profit margins for \$15–\$25 Million residential developments.
- Managed investor outreach through Cash Flow Portal, developing and executing targeted email campaigns that reached 14,000+ prospective investors and strengthened PHC's capital-raising pipeline.

CLEANING ZONE LLC

SAN ANTONIO, TEXAS

Operations Intern

September 2018 - Current

- Managed payroll operations and a seven-person team while overseeing client relations, achieving 90%+ customer satisfaction and retention through proactive communication and quality control
- Directed end-to-end business operations including scheduling, invoicing, supply chain management, and equipment maintenance, resulting in a 200% increase in profitability through streamlined processes and operational efficiencies
- Negotiated and secured over 100 contracts by delivering competitive service estimates and articulating value propositions, while maintaining high-quality standards through post-job inspections, driving long-term relationships with 10+ clients

RACEMAPPR

BERLIN, GERMANY

Sales/Business Development Intern

June 2023 - August 2023

- Led strategic communications with 500+ athletes and triathlon clubs across Europe, promoting upcoming races and building strong relationships to drive participation and brand engagement, contributing to higher event turnout & increased market presence by 50%
- Analyzed outreach data using Airtable and Excel to track 100+ daily responses, generating detailed analytical reports that informed marketing strategies to enhance engagement and tailor outreach efforts for maximum impact with athletes and triathlon clubs
- Managed and updated comprehensive databases of 1,000+ outreach efforts, ensuring accurate, up-to-date information while segmenting contacts by interest and responsiveness to streamline future engagement and maximize conversion rates

LEADERSHIP & AWARDS

Vice President of UTSA Triathlon Team

August 2023 - May 2025

- Oversaw a \$20,000 club budget, overseeing financial planning & ensuring precise record-keeping using Excel for tracking & reporting
- Led fundraising initiatives, organizing 5 annual events that generated \$3000+ in funds to support club operations and competitions
- Collaborated with the executive team to plan and execute 10+ club events, 5 weekly training sessions, and 8 annual competitions, while providing strategic leadership to set and achieve club goals, fostering a positive and inclusive environment

AWARDS

- SAEP Scholarship, 2024 Ironman Bronze All-World Athlete, 3x Half Ironman Finisher, 3x Marathon Runner, 1x Ultramarathon Runner

SKILLS & COMPETENCY

SKILLS: Microsoft Excel, Data Analysis, GoHighLevel, AI Workflow Design, CRM Automation, Dripify, Lead Generation, Spanish (Native)

INTERESTS: Weight Training, Triathlon, Building Legos, Playing Soccer, Catan