

JAVIER ECHEVERRIA

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EDUCATION

UNIVERSITY OF TEXAS AT SAN ANTONIO

Bachelor of Business Administration in Accounting

Bachelor of Business Administration in Economics

Relevant Coursework: Financial Accounting, Cost Analysis, Econometrics, Business Forecasting, International Economics

Graduated Spring 2026

PROFESSIONAL EXPERIENCE

AI Teammates

Business Analytics & AI Solutions Associate

- Built and analyzed datasets containing 200,000+ business prospects, identifying high-value customer segments, market opportunities, and data-driven strategies to support business development initiatives
- Designed and implemented 20+ AI-enabled workflow automations across CRM, appointment scheduling, customer communications, and lead management, improving operational efficiency
- Led implementation of 15+ technology integrations across CRM platforms, websites, and third-party applications, resolving technical issues and improving operational efficiency through streamlined system connectivity
- Developed analytical reports and operational dashboards to monitor business performance, customer engagement, and key operational metrics, supporting data-driven decision-making

San Francisco, CA (REMOTE)

June 2025 - Current

PENDER HASTINGS CAPITAL

Private Equity Analyst Intern

- 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 for \$15–\$25M residential developments, validating acquisition costs, construction budgets, pricing assumptions, and financial projections to support investment decisions
- 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

San Francisco, CA

November 2024 - May 2025

CLEANING ZONE LLC

Operations Analyst

- Managed financial operations including payroll, scheduling, invoicing, budgeting, and resource planning for a seven-person team
- 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

SAN ANTONIO, TEXAS

September 2018 - Current

RACEMAPPR

Business Development & Data Analytics Intern

- 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

BERLIN, GERMANY

June 2023 - August 2023

LEADERSHIP & AWARDS

Vice President of UTSA Triathlon Team

- 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

August 2023 - May 2026

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