Alexander Leiar
Tucson, Arizona
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EDUCATION

University of Arizona, Eller College of Management **Tucson, AZ**
Bachelor of Science in Business Administration *Spring 2028*

- **Major:** Business Management
- **GPA: 3.955**
- **Honors:** Achieved Dean's list of distinctions

PROFESSIONAL EXPERIENCE

Abstrakt Marketing Group **St. Louis, Missouri**
Sales Development Representative Intern *June 2026 – August 2026*

- Conducted high-volume B2B outreach across Software Advice and Talent Solutions to engage executive-level decisionmakers and evaluate operational needs.
- Generated 10 qualified appointments representing $250,000 in potential pipeline revenue by applying structured qualification criteria to outbound prospects.
- Managed prospect activity and maintained accurate pipeline tracking within CRM software in a metrics-driven sales environment.

DM Financial **Limerick, Ireland**
Management Accounts Intern *May 2025 – July 2025*

- Reviewed financial statements to ensure accuracy and internal compliance
- Assisted with payroll processing and maintenance of internal financial records
- Supported month-end reporting and general accounting functions

Fine and Rare Wines **Franschhoek, South Africa**
Supply Chain and logistics Intern *May 2024 – August 2024*

- Supported order fulfilment and inventory tracking for high-value wine collections
- Assisted with stock organization and logistics coordination across operations
- Gained exposure to luxury retail operations and client service standards

LEADERSHIP EXPERIENCE

Zeta Beta Tau Fraternity **Tucson, Arizona**
Selected Member *September 2024 – Present*

- Responsible for organizing and managing weekly meal plans for 200+ members
- Lead the Health and Wellness Committee, promoting fitness and well-being initiatives
- Serve on the Academic Committee, supporting members' academic performance and accountability

Commercial Real Estate Club **Tucson, Arizona**
Selected Member *January 2025 – Present*

- Engage in real estate investment and development discussions
- Attend networking events with industry professionals
- Develop understanding of commercial real estate strategy and valuation

University of Arizona Water Polo Team **Tucson, Arizona**
Student-Athlete *January 2025 – Present*

- Commit 15+ hours weekly to rigorous training, travel, and D1 club-level competition while maintaining a 3.955 GPA.
- Recognized for leadership and discipline; previously served as High School Team Captain and MVP in swimming and water polo.

SKILLS, ACTIVITIES & INTERESTS

Skills: Excel; Financial Analysis; PADI Certified Scuba Diver; Lifeguard and First Aid Certified; Languages: English, Afrikaans, Estonian; Spanish (basic understanding)
Activities: Knysna Animal Welfare (30+ hours volunteering); Coastal Beach Cleanups (10+ hours), community service initiatives
Interests: Real Estate, Finance, Competitive Rugby, Swimming and Water Polo, Fitness and Bodybuilding, Fine Wine Education, International Travel