Cameron Steuernagel [LinkedIn](#) | [GitHub](#) | [Certifications](#) | [Portfolio Website](#)

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Professional Summary

Finance professional skilled in investment analysis, financial modeling, and data-driven decision support. Strong foundation in financial statement analysis, market research, and portfolio performance evaluation, with experience integrating data tools like SQL, Python, and Excel to optimize reporting and forecasts.

Core Competencies

Financial Modeling | Investment Analysis | Excel (Advanced) | SQL | Forecasting | KPI Dashboards | FP&A | Market Research | Data Visualization | Strategic Reporting

Education

Bachelor of Science in Finance, Concentration in Investment Analysis — May 2025
University of South Florida, St. Petersburg, FL

Work Experience

Account Executive, Steiner-Atlantic LLC (Evi Industries), Tampa, FL — April 2024 – Present

- Achieved annual sales goals by achieving **100%+ quota attainment** across the central-west Florida territory.

- Partnered with vendors, distributors, and engineers to design **customized installation packages** improving close rates by 15%.

- Leveraged **HubSpot** to manage leads, track forecasts, and maintain 95% data accuracy.

- Conducted market research to evaluate ROI for expansion territories and partnership opportunities.

Account Executive, OM-Mortgage LLC, Tampa, FL — March 2022 – October 2022

- Conducted CRM training sessions and product demos improving team CRM adoption by 40%.

- Organized professional networking events with 30+ attendees, increasing lead generation pipeline by 20%.

- Managed multi-channel outreach and maintained a 25% lead conversion rate.

Sales Representative, Verizon Cellular Sales, Tampa, FL — Jan 2020 – Jan 2021

- Ranked in **Top 5** for monthly KPIs among territory sales reps.

- Achieved **140% of quota** through consultative sales and client retention strategies.

Service Technician, TLC Laundry (Evi Industries), Tampa, FL — July 2023 – April 2024

- Installed and maintained commercial laundry systems across Florida, ensuring 98% operational uptime.
- Maintained detailed service cost logs used to project warranty and maintenance budget allocations.

Certifications

Google Data Analytics | Excel for Business (Coursera) | Python for Data Analysis (In Progress) | CAPM Project Management (In Progress)