

# HAILEY HELTERBRAN

Business student at the University of Mississippi with experience spanning operations, sales, finance, marketing, and business development. Proven ability to support growth initiatives, improve processes, and build strong client and stakeholder relationships through internship and leadership experience. Brings a strong work ethic, adaptability, and a results-oriented approach to solving business challenges.

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## EDUCATION

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### B.S. IN BUSINESS MANAGEMENT AND ACCOUNTING

*University of Mississippi*

Aug 2023 – Dec 2027

*Oxford, MS*

### HIGH SCHOOL DIPLOMA

*Coppell High School*

May 2023

*Coppell, TX*

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## LINKS

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Website: [haileyhelterbran.com](http://haileyhelterbran.com), LinkedIn: [linkedin.com](https://www.linkedin.com)

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## EXPERIENCE

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### SUMMER SALES INTERN

*ClearDefense*

Jun 2026 – Present

*Nashville, TN*

- ◆ Generate new business opportunities through direct, face-to-face prospecting and residential customer acquisition efforts
- ◆ Engage with 100+ homeowners daily, developing skills in communication, relationship building, objection handling, and consultative selling
- ◆ Evaluate customer needs and deliver tailored service recommendations to support customer acquisition and retention
- ◆ Operate in a performance-driven sales environment requiring resilience, adaptability, and consistent execution

### BUSINESS SCHOOL STUDENT ADVISORY BOARD MEMBER

*University of Mississippi*

Mar 2026 – Present

*Oxford, MS*

- ◆ Selected by the Interim Associate Dean to advise the School of Business as part of a highly selective student group
- ◆ Provide input on initiatives impacting student experience
- ◆ Reviewed program marketing materials and suggested wording changes to better reflect student priorities

### PRESIDENT

*Ole Miss Business Club*

Nov 2025 – Present

*Oxford, MS*

- ◆ VP (2025-2026)
- ◆ Mentored undergraduate members through coffee chats to boost early participation and clarify career paths
- ◆ Coordinated weekly guest speaker events to strengthen industry connections and raise event turnout
- ◆ Secured sponsorships to broaden event budgets and enable expanded programming and resources
- ◆ Supported pursuit of 501(c) status to enable tax-deductible sponsorships and improve fundraising capacity

### SALES INTERN

*RevelXP Oxford (Ole Miss Experience)*

Aug 2025 – Present

*Oxford, MS*

- ◆ Generated \$5,000+ in sales in two weeks, strengthening client relationships and driving growth
- ◆ Served as main client contact from payment to execution, managing contracts and communications
- ◆ Coordinated with multiple vendors for catering and sports seasons, ensuring timely execution

### FINANCE INTERN

*Skyward Construction Group*

Jun 2025 – Aug 2025

*Roanoke, TX*

- ◆ Streamlined financial reports to support precise budgeting and informed decisions
- ◆ Collaborated on analyses to support strategic cost optimization
- ◆ Implemented SOPs to ensure accurate budget reviews
- ◆ Reconciled vendor invoices against purchase orders, resolving discrepancies to complete month-end close accurately.

### OPERATIONS AND MARKETING INTERN

*Skyward Construction Group*

Nov 2024 – Jun 2025

*Roanoke, TX*

- ◆ Manage 15+ project schedules, ensuring timely completion and client satisfaction

- ◆ Identify labor savings through detailed time studies, optimizing resource allocation
- ◆ Develop BOM slideshow, streamlining installation processes
- ◆ Supervise interns, improving onboarding and scheduling

**SUMMER ASSIST TO HEAD FINANCIAL ADVISOR**  
*The Penn Valente Group at Baird*

**Jun 2025**  
**Dallas**

- ◆ Presented strategies to engage younger clients, aligning with evolving wealth transfer and digital communication trends
- ◆ Analyzed client portfolios and market research, delivering insights that informed segmentation, targeting, and investment strategy discussions
- ◆ Partnered with senior advisors to refine advisory frameworks, strengthening client relationship management and aligning recommendations with investor goals

**ACCOUNTING AND OPERATIONS SUMMER INTERN**  
*Kristi Hopper Designs*

**May 2024 – Aug 2024**  
**Lewisville, TX**

- ◆ Prepare accurate tax documents for 20+ accounts, ensuring compliance for clients
- ◆ Streamline office workflow by managing tasks and deadlines
- ◆ Support CPA and attorney during audits, resolving discrepancies
- ◆ Coordinate vendor deliveries to meet project schedules

**MARKETING INTERN**  
*Housewright Marketing*

**Jun 2023 – Dec 2024**  
**Southlake, TX**

- ◆ Supported office operations with administrative tasks
- ◆ Implemented data-driven marketing strategies for improved client outreach
- ◆ Conducted research on market trends to inform campaign development
- ◆ Maintained accurate records of marketing initiatives and outcomes

**JUNIOR SALES MANAGER**  
*Pure Barre*

**Dec 2022 – May 2023**  
**Coppell, TX**

- ◆ Led sales meetings to increase team productivity
- ◆ Enhanced merchandise sales by 10% through targeted strategies
- ◆ Recruited 50+ members, improving team retention
- ◆ Built strong client relationships to support sales growth

**SALES ASSOCIATE**  
*Pure Barre*

**Dec 2021 – Dec 2022**  
**Coppell, TX**

- ◆ Generated 25+ weekly leads by executing strategic cold-calling
- ◆ Conducted 50+ daily cold calls, driving consistent membership growth

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**SKILLS**

Customer Retention, Client Relations, Analytical Thinking, Team Leadership, Process Improvement, Financial Reporting, Strategic Communication, Adaptability, Business Analysis, Operational Efficiency, Business Development, Financial Strategy

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**ADDITIONAL INFORMATION**

**HONORS AND AWARDS**

- ◆ The National Society of Collegiate Scholars
- ◆ Alpha Lambda Delta Honor Society
- ◆ Phi Eta Sigma Honor Society
- ◆ Chancellor's Honor Roll & Dean's List
- ◆ Texas Glass Association Scholarship Recipient

**ACTIVITIES AND VOLUNTEER EXPERIENCE**

- ◆ Ole Miss Business Club (Executive Position)
- ◆ Ole Miss Business Communications Department Guest Speaker (Ted Talk for students on investing strategies)
- ◆ Ole Miss Finance Club
- ◆ Ole Miss Hedge Fund Club