

Samuel Collins

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EDUCATION

The University of Texas School of Law, Austin, TX

J.D. Candidate, May 2026

- Texas Business Law Society – Director of Finance
- Mock Trial Semifinalist

The Wharton School, University of Pennsylvania, Philadelphia, PA

Bachelor of Science in Economics, *Concentration in Marketing*, May 2018

- Men's D1 Lightweight rowing team
- Wharton SiriusXM Radio assistant producer

EXPERIENCE

Greenberg Traurig, LLP

Summer Associate (anticipated)

May 2024 – July 2024
Houston, TX

Marriott International

FLEX – Assistant Director of Finance, Eastern Region

April 2022 – July 2023
New York, NY

- Analyzed the St. Regis New York, St. Regis Bal-Harbor, and W Miami balance sheets; rectified \$3.1M of improperly recorded transactions
- Worked closely with the Director of Operations at the St. Regis New York to identify recurring customer complaints; reconfigured the property management system reducing guest complaints by over 90%

Marriott International

Assistant Director of Finance, Sheraton Times Square Hotel

June 2021 – April 2022
New York, NY

- Directed the property through a company-wide payroll hack; developed a framework and tools for accurate payroll processing resulting in a variance of less than 1%; coordinated with HR and Marriott's legal team to claw back overpayments which the property expects to recover
- Managed a team of six finance and IT associates through COVID-19 and hotel sale uncertainty, cross-trained team members with operational departments to expand their job skills, conducted performance reviews and provided mentoring sessions during the transition

The Ritz-Carlton Hotel Company

Assistant Director of Finance, New York Central Park Hotel

June 2019 – May 2021
New York, NY

- Managed a team of five unionized finance associates after they experienced a recent downsizing, crafted employee-specific engagement and training strategy to improve productivity and morale resulting in a 20% improvement in employee satisfaction
- Located opportunities to reduce labor expenses by instituting tighter controls, worked with HR and Marriott's legal team to craft union-specific language, rolled out strategy to hotel leading to \$270k in annual savings

Marriott International

Voyage Management Program, Gaylord National Convention Center

June 2018 – June 2019
National Harbor, MD

- Oversaw the financial performance of the convention center and restaurants equating to \$150M in revenue, synthesized financial performance for the Director of Finance, General Manager, and ownership group
- Collaborated with change management consultants to redefine labor KPIs leading to \$1.5M in annual savings

INTERESTS

Completed a transcontinental bike tour from Charleston to Los Angeles. Founded a nonprofit organization that built libraries in 12 public housing facilities serving close to 17,000 low-income families in Houston.