

Ben N. Vesting

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EDUCATION

Loyola Marymount University

Los Angeles, CA

Bachelor of Business Administration Candidate, Finance

May 2024

- Relevant Coursework: Fundamentals of Finance; International Business; Financial Modeling for Decision Making; Entertainment Finance; New Venture Creation; LMU Student Investment Fund (competitive)
- Activities: Associated Students of LMU (ASLMU); LMU Business Incubator and Entrepreneurship Program; VOCARE Retreat Leader; Mentor; Co-Founder and Startup Consultant

PROFESSIONAL EXPERIENCE

Northrop Grumman Corporation

Redondo Beach, CA

Business Management Intern

2019 – Present

- Supported System Integration, Test, and Evaluation Department in financial budgeting, PC Requests, and organizing the hierarchy of the division
- Ran weekly reports for indirect actuals and overhead process maturity through SAP, BW, and distributed to business management department
- Conducted cold calls to businesses nationally to initiate sales processes (\$100,000+ in annual contracts); developed and improved digital marketing and CRM strategies
- Supported Sales Directors and Managers with tracking weekly, monthly and annual revenue goals
- Collaborated with eight interns on a weekly basis to brainstorm and develop selling strategies

LMU Student Investment Fund

Los Angeles, CA

Financial Analyst

2018

- Collaborated closely with a team of 21 students and two finance professors
- Managed portfolio of \$600,000+ and voting to buy, sell, or hold equity investments
- Conducted discounted cash flow and residual income valuation analysis (Modeling with CapIQ)
- Mentored two freshmen business majors and provided ongoing guidance into financial services industry
- Actively researched and presented new opportunities in the financial services and technology sectors to faculty

Created by Cari

Century City, CA

Business Development Intern

2018 – 2019

- Supported entrepreneur with the launch of her new business, largely overseeing sales and bookkeeping
- Assisted in the marketing and selling of products online (Etsy) and in-person at local Farmer's Markets
- Provided weekly earnings reports and offered strategies to increase business sales and company growth

AWARDS

LMU Startup Weekend Winner

LMU Dean's List (Finance)

LMU International Business Competition Winner

LMU Dean's List (Entrepreneurship)

SKILLS & LANGUAGES

Serial Problem Solving

Strategic Product Development

Microsoft Office: Excel (Financial Modeling, Solver, Pivot Tables, Intro to VBA), PowerPoint, and Word

Capital IQ (DCF Modeling, Valuation Analysis)

Bilingual in English and Spanish

Conversational in French