**asfjafa**

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# **Education**

**Santa Monica College**,Santa Monica, CA 2016 - Present

*Bachelor of Science in Interaction Design (IxD)*

*GPA: 3.6*

Relevant Coursework:

*Graphic Design, Web Design, Typography, UX Design, Mobile Design*

# **Experience**

**Financial Planning and Portfolio Building, CSUN** 2/2018 - 5/2018

Northridge, CA

*Student*

* Used long term strategic planning to create an investment portfolio that would withstand economic fluctuation.
* Analyzed three years of financial data and performance of 20 thousand high capital companies with the goal of identifying the top 1,000 performers using Macro Risk Software.
* Performed variance analysis on the top 1,000 companies by creating a financial model using Pat Dorsey’s rules for investing.
* Created a report and financial projections for the investment portfolio and presented it to College President, Dean and a Goldman Sacks Representative.
* Learned strategies on Financial Management such as optimizing a 401k, stock portfolio creation and management and, insurance investment optimization.

**Time Warner Cable (Spectrum)**, El Segundo Ca 1/2014 – 9/2016

*Account Executive*

* Ensured that the territory met 100% - 130% of its monthly quota by utilizing strategic sales tools such as B2B referrals and conducting sales training.
* Established relationships with local businesses such as Walmart and Best Buy to create a service referral pipeline, to increase revenue.
* Trained over 100 representatives on how to properly qualify customers, which increased sales for Woodland Hills region.
* Built relationship with high-network clients to sell high volume service packages such as home security packages, or whole building internet service packages to increase company profits.

**BMP Insurance Service**, Culver City Ca 6/2013 – 12/2013

*Insurance Consultant*

* Generated personalized quotes to 100 - 200 customers daily which resulted in prospective customers for office.
* Properly scheduled appointments with qualified customers for the underwriting department.
* Explained the benefits of the coverage options item by item to clients to ensure full coverage options are achieved or to properly explain and warn again the risk of improper levels of coverage.

# **personal SKILLS**

Basic understanding of financial and accounting principles.

Experience with financial report creation and presentation.

Conducting research and quantitative analysis.

Relationship building and sales.

Bilingual in English and

Spanish.

# **Leadership**

**Gamma Zeta Alpha Fraternity,**

CSUN,Northridge, CA

8/2011 – 5/2012

*Treasurer*

**Buddhist for World Peace,**

CSUN,Northridge, CA

8/2011 – 5/2012

*President*

# **COMPUTER SKILLS**

Macro Risk Software

Calcbench

Y-Chart

**Microsoft Office:**

Microsoft Word, Microsoft Excel & PowerPoint

**Client Relationship Management Software (CRMs):**

Oracle

# **INTEREST**

Building Computers

Block Chain

Reading: Wall Street Journal and current events.

Stock Market