

Benjamin Goodwin

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516.514.2164

EDUCATION

Lehigh University – School of Business

Bethlehem, PA

Bachelor of Science in Business Administration; Finance Major

Class of 2025

- **Cumulative GPA:** 3.57/4.0 **Major GPA:** 4.0/4.0
- Dean's List: Fall 2022, Spring 2023, Fall 2023

Great Neck South High School

Great Neck, New York

- Cumulative GPA: 3.80/4.0 (Unweighted)

Sep 2017 – Jun 2021

WORK EXPERIENCE

Kargo

June 2023 – Aug 2023

Sales Operations Intern

- Mapped over \$500,000 of orphaned domain revenue into active company accounts
- Reconciled Salesforce historical data with accounting records and identified \$100,000 of additional revenue
- Worked with the VP of partnerships to identify 14 new market opportunities outside of the United States

Olami

Sep 2022 – May 2023

Remote Marketing Intern

- Worked with the marketing department of a philanthropy focusing on digital content creation for their website and other media with a mission to combat antisemitism on college campuses as well as in mainstream media

Hampton Partners, LLC

June 2022 – Aug 2022

Analyst Intern

- Contributed to the analysis of loan opportunities for a private lender using databases and municipal records
- Assisted in the ongoing monitoring of the collateral securing various mortgages

QubiSource

Mar 2021– May 2021

Supply Chain and Sales Intern

- Followed up on existing customer leads and identified 12 new opportunities for a minority-owned business in the storage industry
- Worked with the founder to analyze various supply chain options and their impact on profitability
- Created competitive analysis presentations for the catalog's merchants to help them set prices

WIMITLA

June 2020– Aug 2020

Marketing and Branding Intern

- Created the slogan for a new online music magazine and developed a graphic based marketing campaign

OTHER EXPERIENCE

Day Camp in the Park

Jun 2020 – Aug 2020

Lake Success Day Camp

Jun 2021– Aug 2022

Camp Counselor

- Was responsible for the supervision, safety, and assistance with activities for 17 children aged 3-8
- Instilled values in campers including good sportsmanship and how to respect others

Shooting Stars of Roslyn

Nov 2018 – Feb 2020

Volunteer

- Interacted with disabled children to develop everyday skills through basketball related activities

ADDITIONAL INFORMATION

Computer: Proficient in Microsoft Office, Google Suite, Final Cut Pro, SFDC

Clubs: Investment Management Group, Lehigh Chabad, Golf in Business, Lehigh Sports Business Conference

Interests: Music Production, Basketball, Travel, Film, New York Sports