

Luke DeFreitas

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SUMMARY



Lifelong learner and detail-oriented person with a Bachelor of Science in Physics. Experience in technical analysis, client management, and team collaboration. Skilled in presenting complex solutions to diverse audiences, seeking a sales engineering role to bridge technical expertise with customer needs.

EDUCATION

Colorado State University

B.S Physics

Fort Collins, CO

Aug. 2020 – May 2024

Relevant Courses: Thermodynamics, Quantum Mechanics, Optics and Waves.

EXPERIENCE

Associate Representative

Thrivent

Oct 2024 – Feb 2025

Greenwood Village, CO

- Secured Series 7 and 66 certifications.
- Demonstrated commitment to professional growth and understanding of technical regulations.
- Sourced and coordinated meetings with potential clients.
- Utilized CRM (salesforce) to automate data entry.

Mathematics Tutor

Moose Tutors

Aug 2019 – Present

Remote

- Delivered tailored tutoring sessions, adapting complex mathematical concepts to diverse learning styles.
- Retained clients through personalized support and consistent results.
- Self employed.

Undergraduate Research Assistant

Colorado State University

June 2023 – May 2024

Fort Collins, CO

- Executed 500+ DFT calculations on remote server.
- Compiled results in Linux environment.
- Presented results to colleagues.

Oil Services Field Technician

AmpedUp Power Solutions

Oct 2020 – Jan 2024

Denver, CO

- Assisted in equipment rig up and rig down.
- Operated heavy machinery.

Golf Course Maintenance

Perry Park Country Club

May 2018 – July 2023

Larkspur, CO

- Conducted daily tasks with minimal supervision.
- Consistently on time to early shifts.
- Self motivated to exceed expectations.

SKILLS

Technical: Data Analysis, Linux, Computational Physics, Python, Microsoft Office, Customer Relationship Management.

Practical: Communication, Problem Solving, Critical Thinking, Customer Interactions, Presentation Skills.

CERTIFICATIONS & LICENSES

Finra: Series 7, Series 66.

Insurance: CO Resident Life and Health.

AWARDS

DONOVAN B AND SALLY S. HICKS SCHOLARSHIP IN PHYSICS

2022

Colorado State University

Fort Collins, CO