

MATIAS DAVID ARCE AHRENSDORF
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EDUCATION

Elon University

Bachelor of Science in Business Administration, Finance

May 2020

Minor in Spanish Language & Literature

GPA: 3.2

- Presidential Scholar
- National Hispanic Honor Society

Study Abroad: Barcelona, Spain

January 2019-April 2019

Study Abroad: Japan and South Korea

June 2017- July 2017

EXPERIENCE

New York Life - Financial Representative

Charlotte, NC: June 2020- Current

- Assist individuals with retirement and risk management planning, using various life insurance and long term care strategies
- Work with small business owners to implement group benefit plans that are beneficial to both the employer and employee
- Analyze client financial needs in order to create a unique strategy to best fulfill these needs based on suitability

Avanti Talent Management - Management Intern

New York, NY: Summer 2019

- Created job sheets for auditions and bookings of over 300 clients
- Collected invoices and distributed checks to ensure clients received timely payment
- Communicated with clients to confirm bookings, auditions, and bookouts

BIBA Venture Partners - Data Analytics Intern

Barcelona, Spain: January 2019 - April 2019

- Researched and profiled hundreds of startups for potential partnerships and growth opportunities
- Organized contact information and data of over 1,000 potential clients using Excel and corporate CRM
- Created SWOT analysis' for potential partners to determine areas for innovation

Relias - Business Development Intern

Cary, NC: Summer 2018

- Secured overdue renewals for over fifty clients averaging \$1,500 in annual recurring revenue
- Deconsolidated large corporate accounts into folders for dozens of franchises, each including account renewal quotes`
- Audited accuracy of client licensing and assets by cross referencing Relias' SaaS client site database with SFDC records

Cutco Kitchen and Knives, Vector Marketing - Sales Representative

Charlotte, NC: Summer 2017

- Demonstrated Cutco products in online presentations, over the phone, and in customers' homes
- Sold over \$6,000 worth of Cutco products

SKILLS

Language: Spanish (bilingual)

Software: Microsoft Excel (certified), Microsoft Word, Filemaker Pro, Salesforce

Certifications: SIE certified, Life Insurance License, Health and Accident Insurance License, Long Term Care License, Microsoft Office Specialist Excel