

Oscar Teran

(954)-549-0052 oat16@my.fsu.edu

Education

Florida State University, Tallahassee, Florida
Master of Science, Finance

Expected Graduation: May 2019

Florida State University, Tallahassee, Florida
Bachelor of Science, Finance

Graduated: May 2018

Relevant Experience

Sprout Lending, Miami, Florida
Senior Funding Specialist

June 2015- May 2016

- Managed and trained a sales team to contact business owners and assist them in acquiring unsecured working capital.
- Built relationships with private investors, lenders, and small to medium-sized businesses in order to facilitate and broker the exchange of working capital.
- Other responsibilities included managing the CRM system, and developing lead-generation campaigns

Florida State University, College of Business
Directed Individual Study

January 2018-May 2018

- Conducted research on Chinese economy, and the current economic transition
- Analyzed information to draw conclusions on how the dynamics of Chinese manufacturing sectors are changing, and the implications this shift can have on the rest of the world

Florida State University, College of Business
Student Investment Fund

June 2018-May 2019

- Responsible for the day-to-day management of a real investment fund with over \$3.5M in assets under management
- Conducted in-depth research and analysis of various securities for the investment fund
- Presented security pitches and recommendations to the Student Investment Fund Board of Directors
- Developed routine reports on portfolio performance

Other Experience

Tresta, Tallahassee, Florida
Customer Care Representative

September 2016 – May 2017

- Day-to-day activities included processing orders, and collecting data for lead generation over the phone
- Fixed trouble tickets in system
- Serviced and updated customer accounts daily

Blue Green Vacations, Fort Lauderdale, Florida
Direct Sales Agent

May 2016 – August 2016

- Presented, and sold vacation packages to prospected leads
- Aided other employees in closing their own deals once customer was engaged
- Helped with script refinement and rebuttable development for the rest of the sales team

Technical Skills

- Excel, Word, SQL, VBA, Sales, Data Analysis, Valuation, Financial Modeling,

Leadership

Florida State Roller Hockey Club

February 2017 - Currently

Secretary of the Roller Hockey Club

- Helped organize team events, travel, and managed day-to-day operations in order for the club to operate successfully

