

Benjamin Lamons

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EDUCATION

Bachelor of Science in Commerce and Business Administration, May 2025

The University of Alabama, Culverhouse College of Business, Tuscaloosa, AL

Major: Finance Minor: Management, Real Estate

GPA: 3.27/4.0

UA Recognition Scholarship

PROJECT EXPERIENCE

STNL Investment Proposal, June 2023

Quick Service Retail, Matthews Real Estate Investment Services, Nashville, TN

- Conducted in depth research on 2.4 million dollar commercial asset in addition to comparables in respective market
- Provided market demographics, property history, lease term, YTD sales, and a financial overview
- Explained the 1031 exchange process and the unique investing opportunity at hand
- Effectively pitched the asset's value to senior associates, vice presidents, and market leader

Markets Analysis (Sales & Trading), Spring 2023

Prospective Client Pitch, J.P. Morgan, Virtual Experience

- Assessed the current market environment in regards to the three potential companies to invest in
- Displayed personal knowledge regarding trade execution and post trade cycle through written essay and phone call
- Further developed skills of industry research, strategic rationale, and sales acumen

WORK EXPERIENCE

Matthews Real Estate Investment Services, Nashville, TN

Intern, Summer 2023

- Attended over 120 live training sessions in an eight week span covering the distinctions between commercial real estate asset classes through research, underwriting, sales, and marketing strategies
- Gained valuable insight on the keys to building strong client relationships, how to develop effective pitch strategies, and efficient cold-calling skills as a broker
- Strengthened financial analysis skills through evaluating the debt world, pro formas, and calculating returns
- Adapted to a team oriented, fast paced, and highly competitive business environment that required 80-hour work weeks

Southern Lightscapes & Irrigation, Birmingham, AL

Laborer, May 2022 - August 2022

- Utilized hand and power tools to dig trenches and lay PVC pipes for landscape and irrigation systems
- Moved soil, laid sod, dug trenches, and performed related duties to assist supervisor
- Detected and fixed damages of sprinkler heads, valves, and pipelines throughout the irrigation system
- Developed strong understanding of what outdoor manual labor entails

LEADERSHIP

Believe UA Mentorship Program, *The University of Alabama*, Tuscaloosa, AL

Mentor, August 2022 - May 2023

- Established freshman undergraduate students with an essential connection point for developmental support and conscious care during their first year at Capstone.
- Developed higher persistence rates among first year students while working to create significant improvements in grade point averages.
- Guided assigned freshman through academics, social life, and financial management, in addition to physical and spiritual well-being.

Sigma Nu - Theta Chapter, *The University of Alabama*, Tuscaloosa, AL

Recruitment Committee, November 2021 - July 2022

- Coordinated five different recruitment events for potential new members while handling school workload
- Evaluated with a team of six to detect what applicants possessed capabilities to meet and strengthen fraternity standards
- Exceeded fraternity's rush expectations by achieving 90% bid acceptance
- Advanced personal leadership skills such as delegating, communicating, and motivation

ACTIVITIES, SERVICE, HONORS

Member: Alabama Finance Association, Culverhouse Real Estate Society, Capstone Men in Business, 1919 Club, Culverhouse Connections, YREPNY Networking Group

Volunteering: Beat Auburn Beat Hunger Food Drive, Habitat for Humanity, Campus Outreach, Seaside School Half Marathon Donator & Finisher

Honors: Phi Sigma Theta National Honors Society