

Luke Foster

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Florida Atlantic University

Bachelor of Business in Finance | GPA: 3.59

Honors & Awards: Dean's List (Fall 2025, Spring 2026)

Relevant Coursework: Principles of Microeconomics & Macroeconomics, Managerial & Financial Accounting

Boca Raton, Florida

May 2028

Experience

American Legislative Exchange Council

Arlington, VA

Finance & Accounting Intern

May 2026 – July 2026

- Performed bank reconciliations in multiple 5 figure accounts in Excel to ensure accuracy of accounts receivable and identify discrepancies in financial records
- Built a multi tab Excel reconciliation model for 7-figure Charles Schwab investment statement, applying Xlookup, Sumifs, and cross sheet formulas to verify accuracy
- Supported external audit preparation and reviewed 15+ reimbursement expense submissions, organizing financial documents and cross-checking figures for accuracy and compliance
- Extracted and imported financial data from Salesforce into Sage to support accurate accounts receivable reporting

Fostar Telecommunications

Minneapolis, MN

Sales Consultant

March 2024 – May 2026

- Developed and managed client relationships, consistently identifying customer needs and presenting tailored product/service solutions.
- Supported revenue growth by assisting with lead generation, cold outreach, and follow-up communication.
- Conducted product demonstrations and explained value propositions to prospective customers, improving close rates and overall customer understanding.

UtilityBids

Minnetonka, MN

Sales Representative

May 2022 – July 2023

- Acquired and managed 50 new clients, generating \$15,000 in lifetime value, driving sustainable revenue growth.
 - Led contract termination and provider transition processes, cutting client operational costs and improving cash flow.
 - Executed high-volume door-to-door sales and learning negotiation, objection, and closing techniques.
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Leadership and Involvement

The Fund for American Studies

Washington, D.C

Economics & Public Policy

June 2026 – July 2026

- Completed coursework in economics and public policy at George Mason University as a competitively selected participant

Alpha Epsilon Pi Fraternity

Boca Raton, FL

Academic & Professional Development Chair

January 2026 – Present

- Tutoring brothers in college algebra, calculus, statistics, to improve coursework understanding
- Collaborate with treasurer to collect funds from absent brothers and reallocate those funds for fraternity activities

Business Analytics Vantage Program

Minnetonka, MN

Student consultant

January 2024 – May 2024

- Partnered with Minnesota United FC to analyze season and single-match ticket sales performance using Excel and Tableau, improving visibility into revenue trends. During the time in the program, there was a 10% gain in revenue
 - Showed insights to leadership to guide decision-making on pricing, promotion, and inventory during internal meetings
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Skills & Interest: Sage, Ramp, Microsoft Excel Intermediate Badge by Cengage. Spanish, Japanese, *Atlas Shrugged*