

## **Hector Lorente**

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**OBJECTIVE** To obtain an internship position with an organization where I can develop and grow professionally

### **EDUCATION**

#### **B.S. Int'l Business, Minor in Spanish**

San Jose State University, San Jose, CA Fall 2016

### **RELEVANT PROJECTS**

#### **Political Risk assessments of Multi-National Corporations, Spring 2014**

- Targeted multi-national corporations that had interest in doing business in area of conflict, such as the Middle-East
- Identified the different types of political risk including protest, physical, economic, ethical and takeover
- Researched countries including Afghanistan, Egypt and Syria to study the unique issues of each country, to assess how to mitigate or adapt to identified concerns
- Created report to gain insight into the world of global business and the real-world factors that must be taken into account when multi-national corporations conduct business in high-risk areas

#### **Marketing Plan for Covered California, Fall 2013**

- Developed a marketing plan for the implementation and life-cycle of California's portion of the Affordable Care Act
- Addressed potential problems, logistical considerations, enrollment challenges and how best to present the Covered California health insurance exchange to different ethnic, small business and other groups within the overall state population.
- The marketing plan project allowed me to see the importance of using critical thinking skills and adapting to fluid and dynamic business environments

#### **What Constitutes Scientific Inquiry, Fall 2013**

- Analyzed scientific theory, bias, empirical verification and inductive/ deductive reasoning and demonstrated analysis and critical thinking skills through written research papers.
- These projects were invaluable in that they showed the importance of identifying bias and acknowledging the limitations inherent in human perception

### **EXPERIENCE**

#### **Freelance IT, Milpitas, CA**

2010-2013

- Developed, set up and maintained networks and servers for small businesses by closely consulting with the companies to determine the best solutions for their unique needs by assessing current customer resources and creating an integration plan. Overall efficiency rose by a median of 25% in most instances
- Provided cost-saving proposals to streamline network planning and consulted on data security
- Integrated customer resources of small companies (ranging from 5-25 employees) to achieve maximum efficiency

#### **Configuration Management Specialist, BAE Systems, Santa Clara, CA**

2007- 2009

- Oversaw the release and review of engineering drawings and documents to provide time-sensitive necessary design changes to products already in use in the field
- Used programs such as PRO-I, PRO-E, CADD vaulting systems, JEDMICS and PTCs Wind-chill to edit, verify and formalize drawing specifications
- Processed NOR, Change and Deviation to provide rapid real-time solutions and adjustments for military hardware in the field to meet changing needs and requirements
- Employed conflict resolution skills and consensus building strategies in regards to engineering and management concerns and address misunderstandings and streamline priorities

#### **Project Coordinator/ Scheduler, Lockheed Martin Space Systems Co. Sunnyvale, CA**

2001-2006

- Prepared and reviewed subcontracts, reports, schedules, and purchase contracts that were time-sensitive and company sensitive in a timely manner
- Prepared and reviewed change orders, technical and cost proposals components, and time extensions
- Coordinated and ascertained systems program functions, output requirements and data acquisition

- Facilitated operations and management of survey team in logistics planning and execution
- Provided monthly status reports, project milestone and ad hoc reports pursuant to project requirements
- Assessed program/ project issues and developed resolutions to meet productivity, quality and project objectives

**SKILLS**

Proficient in Spanish, French, PowerPoint, Excel pivot table, MS Word, Business Objects

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