

# Lawrence Cliff Ghoram III

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## EXPERIENCE

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### Ghoram Business Services

*Business Services & Speaking Engagements, Business Consultant*

**2021 – Present**

- Presented to University of Texas Medical Branch (UTMB) students on career and entrepreneurship
- 1 of 4 panelists at Rice University speaking on improving campus culture and the student experience

### Teleos Commodities, an Ara Partners Subsidiary

*Retail Gas Risk Management & Valuation, Director*

**2019 - 2020**

- Valued over 20 companies including 5MM+ power and gas customer accounts
- Performed retail pricing and valuation utilizing SQL, AWS, QuickSight, Excel, and Python
- Interfaced with client pricing teams and leaders to align assumptions, and review pricing and valuation results
- Created and presented customer facing solutions and reporting of financial data utilizing AWS and Excel
- Built 16 LDC mass market pricing models for gas markets leveraging storage, products, and LDC and Pipeline tariffs
- Managed and developed a small team; Created a summer internship program, ensuring a collaborative work environment
- Provided consultative sales presentations and point contact person for energy industry clients considering services

### Retail Power Risk Management & Valuation, Associate Director

**2018 - 2019**

- Performed custom retail pricing and valuations by ISO utilizing SQL to build models for M&A analysis
- Researched rate classes, load profiles, ancillary costs to help build power pricing and valuation models for ISOs
- Reviewed and consolidated financials and met with C-suite to review business proposals

### Constellation, an Exelon Subsidiary

*C&I Power Operations, Analyst*

**2013 - 2018**

- Developed positive working relationships with internal and external customers by exceeding expectations for resolution
- Managed internal and external customer data, and was a material participant of a \$50MM transformation project
- Utilized advanced Excel skills to organize and interpret EDI billing and contract data for NYISO and ISO-NE power markets
- Led IT collaboration in the consolidation of CRM and billing systems, led the team to meet all UAT testing deadlines

## EDUCATION

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**Texas A&M University**, *Master of Maritime Administration and Logistics*

**Rice University**, *Bachelor of Arts in Business and Sociology*

## PROFESSIONAL DEVELOPMENT

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2021 | **University of Cambridge**, *Sustainability Essentials for Business: Certificate of Completion*

## HONORS, AWARDS & ACHIEVEMENTS

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**Big Brothers Big Sisters** – *Big/Mentor, Houston, Texas*

**2017-2019**

- Maintained a dependable and positive influence as a volunteer mentor in the school-based program

**Exelon** - *Analyst, New York, New York*

**2016**

- Represented Constellation at the NYSE's opening bell ceremony commemorating Exelon's Fortune 100 Status

**Texas A&M** - *Graduate Student*

- Published work in **Marine Policy** and **The Maritime Economist** - Summer 2016, Issue 6 pp. 18-23 **2014 - 2016**
- Top Three Presenter at International Maritime (IAMU) Conference - Tasmania, Australia **2014**
- Presented at International Association of Maritime Economists (IAME) Conference - Kuala Lumpur, Malaysia **2015**