

# NICK CORTESE

## EDUCATION

**College of Charleston**, Charleston, SC

May 2020

*Bachelor of Science in Business Administration*

*Concentration in Real Estate*

- **Relevant coursework:** Individual Risk Management & Insurance, Principles of Real Estate, Financial Accounting, Microeconomics, Macroeconomics, Business Calculus, Legal Environment of Business, Business Finance
- Member, Real Estate Club
- Member, Pi Kappa Phi Fraternity

**Study Abroad: iCharleston Program**, London, England

Fall 2016

- Completed coursework for the first semester of Freshman year in London

## EXPERIENCE

**Palmetto Benefit Solutions**, Charleston, SC

January – March 2019

*Internship*

- Sourcing new sales opportunities through follow up and outbound calls, emails, and LinkedIn messages
- Driving conversion of suspect to prospect through account research, identifying key players, and generating interest in working with Palmetto Benefit Solutions
- Conducting business to business phone calls discussing the services provided and value proposition
- Developing sales pipeline

**Uptown Social Sports Bar**, Charleston, SC

October 2018 – February 2019

*Server's Assistant/Barback*

- Providing outstanding customer service in a fast-paced environment

**Nectar Sunglasses**, Charleston, SC

Summer 2018

*Internship*

- Made recommendations to improve productivity, quality, and efficiency of operations
- Managed processes for shipping and warehousing and quality control for departing shipments
- Created and generated reports using Microsoft Suite to assist CEO in preparation for international business
- Provided customer service including handling customer complaints

## SPECIAL PROJECTS

**InnerCirc, LLC**, Oakland, NJ

November 2017 – Present

*Content Consultant*

- Assisting in all aspects of building the social media business application

## VOLUNTEER EXPERIENCE

**Habitat for Humanity**, Bergen County, NJ, and Charleston, SC

2012 – 2014, 2018

**Coug's Tipoff to Fight Childhood Cancer**, Charleston, SC

2016

**Knights of Columbus**, Oakland, NJ

2012 – 2016

**American Cancer Society Relay for Life**, Oakland, NJ

2013 – 2016

**Sacred Heart Church Soup Ministry**, Franklin Lakes, NJ

2013