



**Nick  
Nobriga**

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## OBJECTIVE

Results-driven professional with a proven track record in sales, customer service, and leadership roles spanning diverse industries. Highly skilled in cold calling, relationship building, and driving revenue growth through strategic client engagement. Adept at leveraging product knowledge to educate and inform clients, consistently exceeding targets and leading teams to success. Seeking a challenging opportunity where I can utilize my expertise to drive business growth and deliver exceptional results.

## KEY SKILLS AND EXPERIENCE

- Sales & Financial
- Customer Service
- Leadership
- Cold Calling
- Relationship Building
- Collaboration & Teamwork
- Product Knowledge
- Confidentiality
- Goal-Oriented
- Marketing
- Self motivated
- Strategic Planning
- Administrative Skills
- Referral Generation

## WORK HISTORY

### Recruiting Coordinator

NCSA/ Jan 2022 to March 2024

- Consistently made over 100 calls a day, resulting in a 20% increase in scheduled assessment calls and had over 60% show rate resulting in more sales
- Educated and informed families on where they are at with the recruiting process and getting them scheduled for a recruiting assessment call with one of our recruiting specialists in hopes to further their education on the matter and see if we could help more
- Implemented how to properly use Sales Force to optimize workflow and to keep track of the clients I have called in each time zone as well as other software
- Acquired information on all the sports and how their recruiting timelines affect the process
- Worked closely with manager to learn new selling techniques and always making myself better with my calls
- Managers walked me month by month through my numbers and where I was falling short and devised a plan to get back on track if ever I was behind
- Engaging in linked in learning curriculum to help me learn more about selling
- I acquired a great amount of information on sales, handling objections and taking care of ones self through the stress of the job
- Been hitting monthly and quarterly numbers consistently and usually leading the teams in both meetings set and demos
- I crushed my monthly goals by getting 45 sets over the needed number and 23 demos ahead of pace on several different instances20 resulting in my teams winning team of the quarter on many different occasions.

### Insurance Agent

#### American Income Life/ Jan 2021 to Jan 2021

- Cold called at least 250 potential clients per day to set insurance sales appointments
- I was able to get at least 4 to 5 appointments in the books daily
- Held 3-4 sales appointments per day, informing clients of the particular products they qualified for and guiding them through the application process
- I educated clients on the best products for their individual case and demonstrated in some cases how they would be able to save money
- Learned and used software to write product applications.
- Gathered detailed information from customers prior to offering quotes or making recommendations.
- Ensured compliance with applicable laws, regulations, and company policies while selling insurance products.

#### Field Interviewer

##### Rand/ Jan 2020 to Jan 2021

- Interviewed individuals of the efficiency of various health and rehab programs
- Maintained confidentiality of critical patient health and identification information, always making sure no information got out and protecting it with all means necessary
- Tracked and collected important project data via the phone during Shelter in Place, emphasizing the need to double and sometimes triple check my work to make sure the correct data was put it
- Maintained accurate records and completed survey projects in a timely and efficient manner.

#### Owner / Creator / Lead Sales Representative

##### Courtvision Basketball/ Jan 2007 to Jan 2020

- Established strong relationships with clients that led to consistent, repeat sales and business
- Kept in close contact with parents of my players sending them photos of the progress I have been making with other students
- Informed clients about products and services that fit their needs and helped achieve their goals
- I evaluated each and every student individually to provide that student with the best regimen possible
- Actively followed up with clients in order to offer continued support and service
- Drove pipeline growth using phone, e-mail, and social media
- Generated long-term company brand building
- Researched and identified business opportunities by understanding client needs via discovery calls.

## EDUCATION

#### B.S. Business Administration

San Jose State University Jan 2006