

**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**

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| * Sales & Financial * Customer Service * Leadership * Cold Calling * Relationship Building * Collaboration & Teamwork * Product Knowledge * Self motivated | * Compliance knowledge * Referral Generation * Confidentiality * Cold-calling * Calendar Management * Strategic Planning * Goal-Oriented * Marketing |

**Work History**

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| NCSA  **Recruiting Coordinator**  *01/2022 - Current* | * Consistently achieved a daily call volume of 100, leading to a 20% growth in scheduled assessment calls and a show rate exceeding 60%, resulting in increased sales * Provided guidance to families regarding the recruiting process, facilitating scheduling of assessment calls with specialists to extend their knowledge and determine possible support * Maximized productivity by effectively utilizing Sales Force to manage client communication and track progress. * Gained knowledge about various sports and their respective recruiting timelines, enhancing understanding of the process. * Pursued ongoing professional development, closely collaborating with my manager to refine selling techniques and optimize call performance. * Demonstrated an ability to align with organizational goals through regular communication with supervisors, resulting in a proactive approach to staying on track * Engaged in LinkedIn learning curriculum to enhance knowledge in sales * Developed a wide range of skills in sales strategies, overcoming objections, and practicing self-care amidst work pressure. * Consistently achieving or surpassing monthly and quarterly targets, consistently leading teams in meetings set and demos. * Exceeded monthly goals by securing 45 sets and staying 23 demos ahead of pace on multiple occasions, leading to our team frequently being awarded Team of the Quarter. |

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| American Income Life  **Insurance Agent**  *01/2021 - 01/2021* | * Sustained a consistent outreach effort by making around 250 calls per day, resulting in numerous scheduled appointments for insurance sales * Facilitated 4-5 sales appointments daily, offering comprehensive product information and supporting clients throughout the application process * Provided personalized guidance on optimal products and highlighted potential cost reductions * Mastered the use of software for writing product applications. |

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| Rand  **Field Interviewer**  *01/2020 - 01/2021* | * Spearheaded interviews with individuals to assess the effectiveness of different health and rehab programs * Ensured the strict confidentiality of vital patient health and identification data, employing all necessary measures to prevent any unauthorized disclosure. * Demonstrated exceptional data tracking and collection skills while working remotely during Shelter in Place, emphasizing the importance of double and sometimes triple checking for precise data entry. * Maintained accurate records and completed survey projects efficiently within given timeframes. |

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| Courtvizion Basketball  **Owner / Creator / Lead Sales Representative**  *01/2007 - 01/2020* | * Established a loyal client base through effective relationship building * Maintained regular communication with parents, sharing updates and pictures of student progress * Provided guidance on selecting appropriate products/services that supported clients' goals and facilitated successful outcomes. * Conducted individual evaluations to tailor personalized regimens for students. * Ensured client satisfaction by actively following up with them. * Effectively utilized phone calls, e-mails, and social media platforms to drive business growth. * Implemented innovative strategies to build and reinforce the company's brand image in the long run. * Conducted discovery calls to understand client needs and identify potential business opportunities. |

**Education**

San Jose State University

**B.S. Business Administration**

*01/2006*