

NICHOLAS GIORDANO

SALES EXECUTIVE

CONTACT

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PROFILE SUMMARY

Results-driven and ambitious sales professional with a proven track record of exceeding targets and driving revenue growth. Eager to leverage expertise in client relationship management and market analysis to excel as a Sales Executive at CoStar. Adept at demonstrating software value and securing long-term partnerships within the competitive real estate market.

EDUCATION

2029 - 2030
UNIVERSITY OF PITTSBURGH

- Master of Business Management

2025 - 2029
BORCELLE UNIVERSITY

- Bachelor of Business Management
- GPA: 3.8 / 4.0

WORK EXPERIENCE

Borcelle Studio 2030 - PRESENT
Marketing Manager & Specialist

- Led the development and implementation of comprehensive marketing strategies that resulted in a 20% increase in brand visibility and a 15% growth in sales within the first year.
- Successfully launched and managed multiple cross-channel campaigns, including digital marketing, social media, and traditional advertising, resulting in improved customer acquisition and retention rates.

SKILLS

- Sales and Business Development - Lead Generation, Client Retention
- Technology - CRM Software (e.g., Salesforce, HubSpot), Microsoft Office Suite, Sales Analytics
- Real Estate - CRE Knowledge, Market Analysis, Property Data
- Interpersonal - Client Relationship Management

Fauget Studio 2025 - 2029
Marketing Manager & Specialist

- Conducted market research to identify emerging trends and consumer preferences, providing valuable insights for product development and positioning.
- Oversaw the creation of engaging content for various platforms, collaborating with internal teams and external agencies to ensure brand consistency and relevance.

Studio Shodwe 2024 - 2025
Marketing Manager & Specialist

- Developed and executed targeted marketing campaigns, resulting in a 25% increase in lead generation.
- Implemented SEO strategies that improved website traffic by 30%, enhancing online visibility and positioning the company.
- Collaborated with sales teams to create effective sales collateral, presentations, and promotional materials.

AWARDS