

NICK ROBINSON

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PROFESSIONAL EXPERIENCE

Senior Writer

Outlier AI

Remote

Nov 2023-Present

- Analyzing, proofreading, and editing AI generated content for multiple platforms and startups.

Private Client Banker

JP Morgan Chase and Co.

Madison, WI

Oct 2022-Oct 2023

- Networking internally and externally to rapidly build a book of business focused on business banking
- Brought in \$250K+ investment clients and opened new private client accounts with minimum of \$150K in holdings
- Worked with JP Morgan and Chase partners, including home lending specialists, business relationship manager, and financial advisors, to build book of business in many areas resulting in mutual increase in sales volume with personal book of business growth with monthly growth between 15-40%
- Coached coworkers on referral sales techniques and strategies to improve their sales, earnings, and referral volume
- Selected for an expedited promotion to the position of Private Client Banker within eight months of hire

Sales Consultant

Southern Glazer's Wine & Spirits

Houston, TX

Aug 2019- July 2021

- Analyzed and discussed sales strategies with 15 low-performing clients in distribution channel which resulted in all 45 except for 2 accounts improving performance and generating over 45% growth in sales territory in less than two years
- Created a retail focused virtual lecture and workshop series and hosted with retail accounts to engage with their customers and preserve and grow sales volumes during the COVID-19 Pandemic

Key Account Specialist

Domaine Select Wine & Spirits

New York, NY

Jan 2019-June 2019

- Managed 100+ top NYC accounts, conducted 40+ client meetings per week, and conducted staff trainings for clients
- Formed a strategic partnership between a champagne brand and an auction house resulting in \$400K+ in sales
- Raised sales in my book of business by 8%, notwithstanding the firm's overall inability to meet its objectives

Sales Specialist

PM Spirits

New York, NY

Jan 2018- Jan 2019

- Identified previously untapped sales territory and cold called and scouted 100+ potential clients which led to 60+ net new accounts and 15%+ increase in company revenue
- Attended trade conventions and arranged wine tastings for potential customers, which grew brand awareness

President/Consultant

Nick Robinson Consulting

New York, NY

Jan 2012-June 2019

- Advised 15+ clients in restaurant and retail sectors on budgeting, forecasting, and inventory management, which boosted profitability for most by at least 30%
- Conducted workshops, event planning, and developed wine curriculums to deepen knowledge, raise proficiency with industry vernacular, and master sales and inventory turnover strategies
- Conducted viability study for Chinese organic fertilizer firm, resulting in market recommendations based on detailed market analysis, regulatory considerations, financial projections, and sustainability factors for US expansion

Multiunit Beverage Director

Tocqueville Restaurant, Marco Polo Catering, and 15 East Sushi

New York, NY

May 2011-Jan 2015

- Analyzed inventory data and developed supply chain relationship strategy to reduce inventory by 40%, lower beverage cost percentage from 35% to 24%, and cut average inventory turnover time in half
- Created effective wine education program for restaurant staff through weekly seminars and required reading, raising the wine spending average per person from \$78 to \$105 within 9 months
- Offered promotion from Assistant Sommelier to Multiunit Beverage Director in less than a year
- Rising Star Award from Starchefs, recognizing the top young wine professional in NYC

EDUCATION

MBA

University of Michigan- Ross School of Business

Expected 2026

Bachelor of Business Administration

Purdue University Global

2022

GPA: 3.93/4.00; Magna Cum Laude; Dean's List