

Nathaniel Fink-Humes

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(402)202-1673

EDUCATION

GEORGE MASON UNIVERSITY

Attending Fall 2024 – Present

Mathematics Ph.D, in Progress

Advisor: Carlos Rautenberg

UNIVERSITY OF VIRGINIA

Attended Fall 2022 – Spring 2024

Mathematics Bachelor of Arts Cum Laude

GPA 3.916

NORTHERN VIRGINIA COMMUNITY COLLEGE

Attended Fall 2019 – Spring 2022

Mathematics Associate of Sciences Summa Cum Laude

GPA 4.0

RESEARCH INTERESTS

Partial Differential Equations, Operators on Banach Spaces, Functional Analysis, Semigroups of Operators, Obstacle Problems, Spectral Theory.

RELEVANT WORK EXPERIENCE

UNIVERSITY OF VIRGINIA, *Math Grader and Tutor*, VA

08/2023 — 05/2024

- o Tutor students in Differential Equations and Real Analysis.
- o Grade quizzes, exams, and homework for 140 students across 3 sections of UVA's Financial Mathematics course.
- o Grade 24 students in UVA's proof-based Advanced Linear Algebra course.

DEVILS BACKBONE BREWING COMPANY, *Springfield Brewery Representative*, VA

08/2018 — 12/2019

- o Independently manage work hours, location, and strategies towards accomplishing long term goals.
- o Develop and implement training programs for utilizing mathematics to drive sales conversations.
- o Drive 23.1% increase in volume over my tenure.
- o Plan and execute innovative events to engage consumers with new and old products.
- o Train accounts and wholesalers on the process of brewing, beer styles, beer history, etc.
- o Redesign forecasting program for product allocations across multiple wholesaler warehouses.

FORDHAM AND DOMINION BREWING COMPANY, *Virginia Market Manager*, VA

02/2018 — 08/2018

- o Reversed an over yearlong 30% month-to-month downward trend in sales.
- o Built my own CRM using Microsoft Access to track various individual account data.
- o Repair damaged relationships with wholesalers and accounts.
- o Cold call and activate new accounts.

OTHER WORK EXPERIENCE

DOMINION WINE & BEER, *Retail Sales Associate*, VA

01/2020 — 05/2022

- o Utilize detailed knowledge of beer to match products with customers' wants towards developing return customers.
- o Open and close the business including managing drawers and deposits.
- o Function as Manager on Duty while working for the purposes of dealing with customers or vendors.

ARROWINE & CHEESE, *Assistant Manager and Beer Buyer*, VA

02/2015 — 02/2018

- o Cultivate relationships with customers, make product recommendations, and anticipate future wants.
- o Write and publish weekly newsletters to 1900+ contacts with an open-rate 15% above industry average.
- o Develop comprehensive knowledge of all beers available in the area and curate highly sought selection.

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ARROWWINE & CHEESE, *Cheesemonger*, VA

10/2013 — 02/2015

- o Utilized comprehensive knowledge of all available cheeses (~180-230) to accommodate customer needs.
- o Assisted Beer and Wine Departments with stocking and sales.

GREAT HARVEST BREAD COMPANY(defunct), *Farmer's Market Manager*, VA

08/2011 — 06/2012

- o Oversaw planning, on-site setups, product sales, and marketing for all 4 local Farmer's Markets.
- o Redesigned the store's Sandwich Program to increase customer options and reduce food waste.

CERTIFICATIONS

BEER JUDGE CERTIFICATION PROGRAM

08/2019

Recognized Judge

CICERONE CERTIFICATION PROGRAM

06/2018

Certified Cicerone, Level 2

WINE & SPIRITS EDUCATION TRUST

07/2015

Level 2 Award in Wines

ACADEMIC AWARDS AND SCHOLARSHIPS

GEORGE MASON UNIVERSITY

Presidential Scholarship

08/2024-Present

UNIVERSITY OF VIRGINIA

Cum Laude

05/2024

NORTHERN VIRGINIA COMMUNITY COLLEGE

Summa Cum Laude

05/2022

Presidential Scholar

05/2022

Presidential Scholar

12/2021

Presidential Scholar

05/2020