

Nicholas Catalano

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EDUCATION

Clemson University

Bachelor of Science, Accounting

May, 2019

Clemson, SC

WORK EXPERIENCE

EPIC Insurance Brokers & Consultants

National Sales Support Specialist

Aug, 2022 – Present

Jersey City, NJ

- Support the Employee Benefits marketing and sales teams through lead generation and disposition of leads. These are generated through both our marketing efforts and external research, using tools such as Salesforce and Zoominfo.
- Responsible for personal outreach to interested companies before being assigned to a member of our Sales team; including subsequent outcome tracking.
- Participated in EPIC's Employee Benefits University (EBU), an annual educational seminar for EPIC colleagues. At EBU, I was responsible for presenting our newest lead generation process to the attending EPIC Employee Benefits team.

Operations Analyst

July, 2019 - July, 2022

NYC, NY

- Reported to Regional Director of Operations Employee Benefits; collaborated with account teams to reduce the number of account critical fields and Accounts Receivable balances for their clients each month.
- Transitioned to Operations Analyst, creating excel reporting sheets that tracked BenefitPoint and Accounts Receivable metrics on a month-to-month basis to support target objectives within the Operations team.
- Originally hired by Frenkel Benefits, subsequently integrated to EPIC.

Frenkel Benefits, an EPIC Company

Internship, Financial Department

June 2018 – Aug. 2018

NYC, NY

- Supported the Executive Vice President in Finance over the course of the summer to create a spreadsheet that tied client and insurance carrier based metrics to assist the Financial team in decision making.
- Worked closely with the Financial team affording me the opportunity to build general knowledge of the employee benefits brokerage and insurance business.