

# NICK RAE

## Commercial Pilot — AMEL, Instrument Rated

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## CERTIFICATES & RATINGS

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- **FAA Commercial Pilot Certificate** — Airplane Multi-Engine Land (AMEL)
  - **FAA Private Pilot Certificate** — Airplane Single-Engine Land (ASEL) *[UPDATE if held]*
  - **Instrument Rating** — Airplane
  - **FAA Medical Certificate** — *[UPDATE: Class 1 / Class 2 / Date of issue]*
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## FLIGHT TIME SUMMARY

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| Category | Hours | ---|---| **Total Flight Time** | **369.5** | | Pilot in Command (PIC) | 251.0 | | Cross-Country | 100.8 | | Night | 37.8 | | Actual Instrument | 5.4 | | Simulated Instrument | 96.4 | | Multi-Engine | 30.1 | | Single-Engine | 339.4 | | Dual Received | 259.4 | | Solo | 12.2 | | **Instrument Approaches** | 109 | | **Total Landings** | 581 |

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## PROFESSIONAL EXPERIENCE

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### Commercial Pilot — Time Building

**Self-directed** | *[UPDATE start date] – Present*

- Building flight hours toward Part 135 minimums (500 hrs) and ATP certification (1,500 hrs)
- Maintaining instrument and multi-engine currency through regular flight operations
- Planning and executing IFR cross-country flights in varied weather and airspace environments
- *[UPDATE: Add specific flying — e.g., flight school, flying club, any contract/volunteer work]*

### General Manager

**Car Plus** — Merced, CA | *[UPDATE start date] – Present Full-service automotive dealership* — [carplusmerced.com](http://carplusmerced.com)

- Manage daily operations including sales, finance, service, and customer relations
- Lead and develop a team of *[UPDATE]* employees; oversee hiring, training, and performance
- Drive revenue growth through strategic inventory management and marketing initiatives
- Maintain compliance with DMV, BAR, and regulatory requirements

- Cultivate strong customer relationships resulting in high repeat and referral business
- Manage P&L, vendor negotiations, and operational budgets

*[UPDATE: Add any prior roles if relevant]*

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## EDUCATION

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**Liberty University** — Lynchburg, VA *[UPDATE: Degree — e.g., B.S. in Aviation / Aeronautics] | [UPDATE: Graduation year]*

- *[UPDATE: Relevant coursework, honors, or flight training completed through the program]*
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## SKILLS & QUALIFICATIONS

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- **Aeronautical Decision-Making (ADM) & Crew Resource Management (CRM)**
  - **Flight Planning** — ForeFlight, cross-country planning, weight & balance, fuel management
  - **Weather Analysis** — METARs, TAFs, prog charts, PIREPs, convective hazard assessment
  - **IFR Operations** — Approach procedures, holds, ATC communication in busy airspace
  - **Multi-Engine Operations** — Engine-out procedures, Vmc awareness, systems management
  - **FAR/AIM Compliance** — Parts 61, 91, 135 regulatory knowledge
  - **Leadership & Operations Management** — 20+ years business management experience
  - **Customer Relations & Communication** — Professional demeanor, team-oriented
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## ADDITIONAL

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- Located in California's Central Valley — proximity to KMCE, KMOD, KFAT
  - Available for relocation or commute for the right opportunity
  - Seeking Part 135 operator positions, flight instructor roles, and time-building opportunities
  - *[UPDATE: Add any — volunteer flying, CAP membership, aviation organizations, type ratings, endorsements]*
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*References available upon request.*