

NICHOLAS MELILLO

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EDUCATION

FLORIDA GULF COAST UNIVERSITY

Bachelor of Science in Real Estate Finance, Bachelor of Science in Economics

Fort Myers, FL
August 2021 – Present

- 3.696 Cumulative GPA; Dean's List; President's List
- Member of the Honors College
- Relevant coursework: Real Estate Valuation; Real Estate Investment Decision Making; Real Estate Finance; Urban Economics; Real Estate Law; Econometrics; Intermediate Price Theory; Intermediate Macroeconomics; Labor Economics

CENTER FOR ADVANCED RESEARCH AND TECHNOLOGY

High School Diploma

Clovis, CA
August 2019 – June 2021

- 4.0 Cumulative GPA
- Served as a "CART Ambassador" and wrote publications for the school from a student's perspective
- Curricula covered: investment strategies, business costs, and personal financial practices

LEADERSHIP EXPERIENCE

FINANCIAL INSTRUCTION FOR STUDENT TRIUMPH

PRESIDENT

Fresno, CA
February 2020 – August 2021

- Led the team in rapidly implementing a website, publishing consistent academic articles, and conducting outreach within the community
- Worked with the team to deliver on our mission statement, "Educating the youth about financial literacy"
- Scheduled teachings with schools and community organizations

WORK EXPERIENCE

TED'S MONTANA GRILL

SERVER

Estero, FL
December 2021 – Present

- Help guide guests through the menu; drive sales higher
- Create a positive atmosphere for guests and team members
- Train new employees and aid them through the onboarding process as a certified trainer

TEAM LEADER

September 2022 – January 2024

- Bridged the relationship between first-line managers and team members
- Reconciled cash drawers and wrote checks to vendors
- Ensured and saw through that team members were upholding company standards
- Interacted with guests and effectively handled dissatisfactions

NICK'S LAWN CARE AND LANDSCAPING

OWNER

Fresno, CA
April 2018 – April 2022

- Created a lawn care and landscaping company of over 20 clients
- Managed a team of 1-2 employees
- Launched marketing campaigns to gather new clients
- Increased market share by expanding business with landscaping and cleanup work

AWARDS

HISPANIC HERITAGE FOUNDATION

YOUTH AWARD

December 2020

- Selected as one of the thirty recipients out of 30,000 applicants
- Bronze recipient in the entrepreneurship category

SKILLS

- Microsoft office proficiency; specifically real estate modeling in Excel
- B1 level of Spanish proficiency