

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 – May 2025

- 3.95 GPA in Real Estate Finance; President's List; Dean's List
- Member of the Honors College
- Relevant coursework: Real Estate Valuation; Real Estate Investments; Real Estate Finance; Urban Economics; Real Estate Law; Econometrics; Price Theory; Intermediate Macroeconomics

LEADERSHIP EXPERIENCE

FINANCIAL INSTRUCTION FOR STUDENT TRIUMPH

PRESIDENT

Fresno, CA

February 2020 – August 2021

- Scheduled teachings with schools and community organizations in order to grow our local presence
- Led the team in rapidly implementing a website, publishing consistent academic articles, and conducting outreach within the community

WORK EXPERIENCE

CARROLL AND CARROLL

REAL ESTATE APPRAISAL TRAINEE

Naples, FL

January 2025 – Present

- Assist in writing appraisal reports in a timely manner
- Aid in collecting and analyzing data regarding the local real estate market

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 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

- Founded a lawn care and landscaping company of over 20 clients
- Managed a team of 1-2 employees
- Launched and ran marketing campaigns to gather new clients to help grow the business
- Increased the scale of the 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/CERTIFICATIONS

- Microsoft office proficiency; specifically real estate modeling in Excel
- B1 level of Spanish proficiency
- Florida Real Estate Sales Licensee
- Florida Registered Trainee Appraiser
- Costar CREA Certified
- Successfully completed the following CCIM courses: Build Your Own DCF Model in Excel; Real Estate Financial Analysis Using Excel; Using Excel as Your Financial Calculator