

# 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

- 3.68 Cumulative GPA; Dean's List; President's List
- 3.96 GPA in Real Estate Finance
- 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

## 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

### **CARROLL AND CARROLL**

*REAL ESTATE APPRAISAL TRAINEE*

Naples, FL  
January 2025 – Present

- Assist in writing appraisal reports
- 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 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