

# NICOLE CRISCUOLO

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## EDUCATION:

**COLUMBIA UNIVERSITY**, New York, NY

September 2025 – Current

**MAILMAN SCHOOL OF PUBLIC HEALTH**

- Master of Science, Biostatistics – Anticipated May 2027

**THE PENNSYLVANIA STATE UNIVERSITY**, State College, PA

August 2020 – May 2024

**EBERLY COLLEGE OF SCIENCE**

- Bachelor of Science, Biology; Statistics Minor
- GPA: 3.99
- Honors/Awards: Magna Cum Laude, Penn State Provost's Award, Dean's List (all semesters).

## PROFESSIONAL EXPERIENCE:

**CHECKEDUP**, New York, NY

December 2024 – August 2025

**SENIOR SALES DEVELOPMENT REPRESENTATIVE**

March 2025 – August 2025

- Scheduled a monthly average of 3.4 high-value meetings (170% of quota) by independently sourcing and executing personalized outreach to marketing teams within pharmaceutical and healthcare companies.
- Built and maintained strong relationships with clients by effectively demonstrating how advertising on CheckedUp's point-of-care platform aligned with their brand goals and drove visibility in health settings.

**SALES DEVELOPMENT REPRESENTATIVE**

December 2024 – March 2025

- Promoted within 4 months after being recognized as the top performer in my 3<sup>rd</sup> month on the team.
- Educated healthcare professionals on CheckedUp's patient engagement platform while skillfully handling objections, scheduling an average of 15 demos per month (187% of quota).
- Consistently qualified 400+ leads weekly through targeted cold calls and emails to key decision-makers.

**BERGEN COUNTY SPECIAL SERVICES**, Paramus, NJ

June – August 2023, 2024

**TEACHER'S AID**

- Collaborated with a multidisciplinary team of educators and therapists to foster a nurturing and supportive classroom environment for a group of 10 young adults and children with autism.
- Implemented data-driven methods to analyze student performance across various subjects and activities.
- Demonstrated strong problem-solving skills by addressing behavioral changes and adapting teaching strategies to meet the individual needs of students.

**ANAND LAB**, University Park, PA

February 2022 – November 2022

**RESEARCH ASSISTANT**

- Collaborated with a team of four researchers on structural biology projects, offering clear and concise feedback on research initiatives and written reports.
- Analyzed mass spectrometry data to identify trends and correlations, providing insights into molecular structures and interactions, which informed a more targeted approach in subsequent research.

## LEADERSHIP AND VOLUNTEER EXPERIENCE:

- Committee Member – Penn State THON (2021 – 2024).
- Family Ambassador – Penn State Parents Program (2020 – 2024).
- Volunteer – Holy Name Medical Center (2021).
- Captain – Pascack Valley Varsity Cheer (2019 – 2020).

**SKILLS:** SAS, R, Microsoft Office, Data Visualization and Analysis, Statistical Analysis