

NATE WELTER

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EDUCATION

Indiana University

School of Public and Environmental Affairs

Bachelor of Science in Arts Management

Major: Arts Management – Music Minor: Business

Bloomington, IN

June 2017

EXPERIENCE

Yelp

Account Executive

Chicago, IL

July 2019 – Present

- Manage a pipeline of clients from a variety of industries
- Consult, educate, strategize, and successfully sell Yelp advertising through high-volume cold-calling
- Build and utilize skill set to identify opportunities, overcome objections, and build relationships with key decision makers
- Exceed monthly sales quota with an average 50% close ratio

Prysm Night Club

Security Manager

Chicago, IL

February 2019 – June 2019

- Managed a staff of 30+ of security personnel
- Developed and implemented new employee training programs
- Resolved customer service issues in an extremely fast-paced work environment
- Handled interviewing, hiring, shift scheduling, and payroll for all employees

The MID

Security Manager

Chicago, IL

December 2017 – February 2019

- Managed guest list and ticket operations at the front door to expedite entry during peak club hours
- Resolved various customer service issues to ensure a safe, fun environment for all club patrons
- Handled interviewing, hiring, and shift scheduling for all security personnel

Rock Paper Scissors, Inc.

Social Media Management Intern

Bloomington, IN

May – August 2017

- Created and scheduled daily content for client's social media platforms including Facebook, Instagram, and Twitter
- Monitored social media analytics to optimize post performance
- Researched 100+ client partners to ensure social media coverage of their current projects

Secretly Label Group

Operations/Promotions Intern

Bloomington, IN

August – December 2015

- Handled promotional duties including: announcing tour dates, mailing promo CDs, and creating social media itineraries for touring artists.
- Updated label group websites with new information weekly
- Researched similarly sized record labels to develop more effective pricing strategies

SKILLS: Account Management, B2B Sales, Communication, Customer Service, Excel, Google Apps, Salesforce Lightning, Social Media Marketing