

# Nathan Goltz

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## **CAREER OBJECTIVE:**

Leverage a decade of experience, education, sales and people skills coupled with my martial arts discipline to nurture a successful career with a company of professional excellence.

## **SALES EXPERIENCE:**

### **The Elite Group Inspection Professionals** - Rancho Cucamonga, CA - April 2023

- The #1 company in the California home inspection market hired me to handle Eastern LA County

### **Assisted Living** - August 2021 to February 2023, (Atria & Allara Senior Living)

- Manage entire sales process, including telephone inquiries, tours, deposits and move in's, as well as developing quarterly sales/marketing plans, and conducting quarterly market analyses
- Responsible for implementing community events, preparing public relations releases, special brochures, and conduct on-going outreach visits as appropriate
- Educate the medical community regarding the assisted living setting in order to gain appropriate resident referrals while monitoring competitive services and marketing activities of competitive assisted living communities in the areas

### **Home Hospice** - September 2016 to October 2020, (Calstro, Bridge, Mission, & Hospice Cheer)

- Responsible for sales and outreach and develop new territories
- Doubled quota in 4th month on job, secured several key physicians and hospital accounts

### **Aegis Ambulance** - Monrovia, CA - February 2012 to July 2016

- Called on case managers in hospitals, SNFs, dialysis centers, and physician's offices
- Secured over 50 accounts producing an average of 200 orders per month

## **EDUCATION:**

University of La Verne, La Verne, CA - Bachelor of Arts in Organizational Management. Graduated Summa Cum Laude (3.9 GPA) 2018, Member Alpha Chi Honors Society.

Budai University, Katsura City, Japan - Attended April to August 2004, trained in both judo, karate and kendo while studying Japanese language and culture.

## **CERTIFICATIONS:**

- CPR Certified Instructor - American Heart Association
- Martial Arts: Judo - 5th Degree Black Belt (1995 US Junior Olympic Gold Medalist), Karate & Kendo - 1st Degree Black Belt, with vast experience in Muay Thai & BJJ