

Nathan Goltz

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CAREER OBJECTIVE:

Leverage my business degree, martial arts prowess, sales and people skills to nurture a career in an excellent company.

WORK EXPERIENCE:

Atria Senior Living, Rancho Cucamonga, CA - August 2021, Director of Sales

Following nearly a decade in the tumultuous home health business, I was recruited by the best-in-class retirement operator with 200 locations throughout the US and Canada doing \$1.3 billion in revenue, to handle sales in this location.

Lorian Health, Riverside, CA - March 2021 to July 2021, Hospital and Physician Liaison

Recruited by the market leader to handle an expanded established territory.

Assisted Hospice Care, West Covina, CA - November 2020 to February 2021, Hospice Sales Representative

This company's lack of response to the COVID-19 outbreak stymied my ability to forge relationships with key prospects.

Calstro Hospice, Montclair, CA - June 2020 to October 2020, High Desert, Patient Advocate

Recruited to develop this new territory. However the COVID-19 outbreak made it difficult connecting with key prospects.

Sound Telemedicine, Tacoma, WA - March 2020 to May 2020, Business Development Manager

Recruited by this new division of Sound Physicians to lead sales efforts in their western region focused on skilled nursing facilities. Outbreak of COVID-19 severely prevented my connecting with their targeted SNF market.

Bridge Home Health and Hospice, Ontario, CA - August 2019 to February 2020, Account Manager

Responsibilities were similar to my last three positions with an expanded territory.

Mission Home Health / Hospice, Ontario, CA - December 2017 to July 2019, Community Liaison

Sales representative for the Inland Empire. Handled community outreach. Doubled my quota in 4th month on job.

Hospice Cheer, South Pasadena, CA - September 2016 to November 2017, Territory Manager

Served as sales representative for this well-established agency. Secured several key physicians and hospital accounts.

Aegis Ambulance, Monrovia, CA - February 2012 to July 2016, Sales Representative

Called on case managers, social workers, nursing directors in SNFs, hospitals, 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, 2014
- [Judo](#) - 5th Degree Black Belt, 1995 US Junior Olympics Gold Medalist
- Karate - 1st Degree Black Belt (Shotokan Style)