

# NICK BEACH

408.667.4768 | [nickbeach@outlook.com](mailto:nickbeach@outlook.com)

**\*Actively searching for next full-time opportunity.**

## **PROFESSIONAL EXPERIENCE**

**Dufay Aviation Management**, Remote

**Logistics Manager**, 07/2017 – Present (part-time)

- Manage travel logistics of chartered flights for Pro & College Athletic teams from home destination to away site airports.
- Ensure arrival and departure at visiting airport is smooth and time efficient with expert planning, speedy execution and strong communication with visiting airport personnel.

**Sqor Sports Inc**, San Francisco, CA

**Account Manager | Content Producer**, 01/2016 – 05/2017

- Manage 10+ brand partnership accounts per month.
- Execute SOW's under strict legal guidelines and tight deadlines.
- Lead generation; coordinate new opportunities for future business.
- Campaign ideation and execution between professional athletes, elite brands, and Sqor Sports on search and social platforms to meet volume, CPA, and ROI goals.
- Management of all social media platforms of a number of current/former professional athletes and/or sports personalities as well as all of Sqor's social media profiles.
- Develop strategic and creative programming surrounding major sports seasons, sporting events, and cultural events to boost user acquisition, user engagement, and support e-commerce.
- Talk-show host of weekly sports show on platform featuring relevant news, contests, and company updates.
- Manager of Sqor Sports Daily Contest Program.

**West Coast Novelty Group**, Alameda, CA

**Sports Novelty Buyer**, 04/2015 – 10/2015

- Built License Sport Accessory programs for West Coast Novelty's retail partners.
- Frequently exceeded mandatory margin of 15% increase in cost from original distributor cost to wholesale cost.
- Managed 50+ vendor relationships.
- Planned and executed all merchandise initiatives for sport accessory programs including retail presentation and business strategies to align with company margin and sales initiatives.
- Tracked and managed on time delivery and compliance from all vendor partners for successful retail execution.
- Successfully communicated to cross-functional teams within the organization regarding marketing, item set up, cost estimates, and delivery.
- Coordinated and submitted all product information by program for catalog development, including item line list, graphics, and costing using Microsoft Excel and Power Point.

**The Bladium Sports and Fitness Club**, Alameda, CA

**Sr. Membership Sales Executive**, 06/2013 – 03/2015

- Adapted to sales role quickly while learning client sales, customer service, and in-house software systems Compete and Dash Console.
- Ranked top 3 in sales within the first month of employment, continued to rank top 10 on a monthly basis.
- Elected as substitute for Sales Manager at Bladium's monthly managers meeting with the club's Owners/GM's.
- Promoted to Senior Executive after 8 months.
- Managed execution of four new corporate accounts, including off-site visits and giving presentations to up to 30 employees about the benefits of Bladium memberships.
- Ability to close a variety of sales; ranging from new club memberships, corporate events, birthday parties, facility rentals and children's sports classes and camps.

**Oakland Raiders, Alameda, CA**

***Football Operations*, 04/2004 – 02/2013**

- Administrative Assistant to NFL players and coaches including responsibility of dealing with and communicating highly confidential information.
- Recruited players for appearances at over 15 community and charity events per season including youth exercise program NFL Play 60, Habitat for Humanity and Make a Wish Foundation.
- Special Assistant to Owner Al Davis from 2009-2011, which required accessibility and on-call availability; highly trusted and selected by Al Davis.
- Director of all player autographs; devised and executed plan to assure autograph demands for all departments were met with minimal disruption to player's schedules.
- Collaborated with team photographer to select and edit all pictures displayed throughout team headquarters to create a distinctive first impression on prospective free agents, draft picks, sponsors and suite holders.
- Managed travel logistics for the Raiders on the road; airport arrival logistics, responsibility of the owner's possessions, and necessary hotel equipment
- Managed shipping and receiving for entire Football Department including time-sensitive medical and financial documents and video equipment.
- Managed \$75,000 catering budget for 50+ person Football staff.

**Oakland Raiders, Alameda, CA**

***Assistant Video Operations*, 04/2004 – 02/2013**

- Filmed over 800 practices from 2004-2012 including both sideline and end zone views, to measure effectiveness of specific plays, make coaching decisions and improve individual player performance.
- Filmed hand-held video of free agent workouts and individual position segments of practice to support player selection decisions and player-specific coaching changes.
- Setup and performed on-field video printing for immediate, in-game analysis during all games 2004-2012.
- Engineered setup and breakdown of video equipment both at team headquarters and Napa Training Camp.
- Experienced with XOS Director and XOS Thunder, football specific video programs.

**EDUCATION**

**San Jose State University, San Jose, CA 2000-2004**

Bachelor of Arts – Speech Communication

**SKILLS**

- Salesforce, social media, cold calling, lead generation, client relations, account management, CRM, project management, event planning, sports expert, public speaking, email marketing, sales in an opening and closing role, RFP's
- Microsoft Office, Google (all sharing platforms)
- XOS Director and Thunder
- Compete and Dash Console
- Spanish - Conversational

**INTERESTS**

Sports, Emerging Technologies, Golf, Snowboarding, Cross Fit, Travel, Time with my wife, son, friends and family.

**REFERENCES**

Available upon request.