

Nicholas Parachini

2084 Lasalle St
Superior, CO 80027

Nicholas.Parachini@gmail.com

720-352-4823

Summary:

I have worked in sales, business development, and higher education. I developed strong interpersonal skills, delivered analytical results, trained and led small teams, and acquired experience managing and balancing different projects. Completing graduate level course work I achieved extensive economic quantitative analysis skills, managed statistical data and programmed econometric and statistical programs used for modeling. I researched, collected, and prepared economic papers to analyze biofuel production in developing countries and the economic impact.

Professional skills include:

- Economic Analysis
- Linear Programming
- Economic Software: STATA/MATA, MATLAB, CGE(Computable General Equilibrium) Models
- Empirical Analysis
- Renewable Energy: Biofuels
- Wrote training scripts and trained management and contributors
- Developed organizational development and sales procedures
- Entrusted with and managed confidential information
- Microsoft Office and Excel proficient

Work Experience:

Society of Global Health Researchers in Action (SOGHR), Fort Collins, CO

Co-Founder and Research Associate

March 2011-Present

Executive Leadership Board member, Co-Founder and builder of a non-profit organization providing economic analysis and consultation for renewable energy Afghanistan project. Managed multiple committees and organized various events hosted by Society of Global Health Researchers for campus community.

- Economic Analysis includes renewable energy.
- Vice President of Finance and Communications 2011-2012.
- Supervised internal and external communications and managed information database for SOGHR.
- Managed events include: State Department Q/A FSO session 2011. State Department Ambassador Pierce campus appearance 2011.
- Implemented and contributed to new member training and protocol scripts for organization and specific committees.

Colorado State University, Fort Collins, CO

Office Administrator

June 2010-July 2011

Department of Bioagricultural Sciences and Pest Management. Led daily office administration serving students (40) and staff (15) in their daily academic needs.

Jones International University, Denver, CO

Academic Services Counselor

June 2008-June 2010

Recruited, advised, registered and retained new students for the university. Established and maintained business relationships, and performed customer service duties. Exceeded assigned recruiting requirement quota by 5%.

- Awarded President's Club membership, must have achieved above sales quota and retained 60%.
- Implemented new sales scripts, generated training techniques, and organization methods that improved productivity by 75%.
- Awards: Voted Strongest Team Member of 25, and Most Self Generated Leads.
- Participated in highest performing team six times, evaluated monthly throughout the year.
- Built strong human relationships with customers and co-workers, resulting in customer retention above 60%.
- Solved customer problems through troubleshooting and presentations to solutions committee.
- I was assigned to work with new teams and departments consisting of new hires throughout the city due to my proven performance.

Payment Alliance Int., Denver, CO*Sales Representative*

August 2007-February 2008

Direct sales of e-payment services involving credit card processing, check services, and cash advances to various businesses. Led marketing and sales activities throughout various territories in Denver area.

- Consecutively met and exceeded monthly sales goals of four e-payments service contracts.
- Contributed in highest performing fourth quarter sales division in western region.
- Established and preserved strong customer relationships through proven sales results and customer retention.
- Successfully adapted to multiple unstructured challenging sales environments.
- Used account mapping to create new sales procedures.
- Improved sales through effective communication and education of services to customers, and generated multiple leads from recommendations.

Management Systems Inc., Fort Collins, CO*Business Development Internship*

June 2006-August 2007

Performed marketing and telemarketing campaigns, using Customer Relationship Management (CRM) software, to enhance sales database and build relationships with prime government contractors, non-profit, medical agencies, and university organizations.

- Effective communicator proven through networking events, which increased clients and sales.
- Enhanced productivity of sales procedures.
- Developed and carried out campaign procedural scripts.
- Trained support staff on technical procedures.

Education:**Master of Science in Agricultural and Resource Economics**

Specialization: Econometrics

Colorado State University - Fort Collins, CO Expected Graduation: August 2012

Bachelor of Science in Business Administration

Concentration: Marketing Minor: Economics

Colorado State University - Fort Collins, CO Graduation: August 2007

References: Available and furnished upon request