

Nathan DeStefane

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EDUCATION

University of Arizona, Eller College of Management

Bachelor of Science in Business Administration

Tucson, Arizona

May 2023

- **Major:** Business Management
- **GPA:** 4.0
- **Honors:** Summa Cum Laude, Dean's List Honorable Mention, Dean's List with Distinction, Honor Society Member, National Society of Leadership and Success Member, Case Competition Winner in Career Management, Management Information Systems, and Operation Supply Chain Management, Top Mutual Fund Analysis Project in Analytical Methods

PROFESSIONAL EXPERIENCE

American Medical Administrators

Investor Relations

St. Louis, MO

Aug 2023 – Present

- Collaborated with leadership, finance, legal, (etc.) to align messaging and strategies for current and potential investors
- Orchestrated meetings, responded to inquiries, and presented company strategy to foster investor engagement
- Maintained relationships with shareholders, analysts, and financial communities while representing company values

Club Olimpico Romano

Marketing and Communication Intern

Rome, Italy

May 2023 – July 2023

- Provided regular analysis yielding actionable insights to enhance marketing strategies and capitalize on opportunities
- Led targeted programs for players, parents, and staff to refine communication and improve organizational engagement
- Conducted local and global competitor analysis, identifying key advantages and offering actionable recommendations

Reliant Supply Group

Sales Manager

St. Louis, MO

May 2022 – April 2023

- Managed client relationships by fostering long term partnerships resulting in a company increase in repeat business
- Tracked sales metrics and analyzed data to assess team performance and identify areas for improvement
- Reviewed and assembled sales budget data and delivered findings to senior management

Reliant Care – Management Office

Management Intern

St. Louis, MO

May 2020 – Dec 2022

- Contributed in executive negotiations for acquisitions by providing potential target companies valuation analysis
- Analyzed State of Deficiencies for 25+ Long-Term Care homes aiding in risk management and compliance planning
- Created and presented Tableau visuals of pre/post-COVID financials, resulting in cost-saving strategies

LEADERSHIP EXPERIENCE

University of Arizona Eller Make a Difference Day

Member – Finance Committee

Tucson, AZ

Aug 2022 – Dec 2022

- Orchestrated successful financial planning by creating and managing an event budget, ensuring fiscal responsibility, and resource allocation throughout the event's preparation and execution
- Cultivated strategic partnerships by organizing and leading meetings with local restaurant and shop managers, personally securing over \$1000+ in donations and sponsorships
- Skillfully forecasted, selected, procured, transported, and arranged food and beverage end-to-end logistics for nourishing and hydrating 1000+ volunteers

SKILLS, ACTIVITIES & INTERESTS

Skills: Proficient managing data in Excel and building visuals in Tableau, Proficient conducting reports on Word and demonstrating presentations on PowerPoint and Canva, Proficient in designing videos on iMovie and Wondershare

Activities: Make a Difference Day Volunteer Club, Intramural soccer, Junior High/High School Teacher's Aide

Interests: Sports, Travel, Violin, Piano, Aviation, Weightlifting