

Nolan Jamison

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Summary

2025 Graduate (Magna Cum Laude) and four-year NCAA student-athlete pivoting into **entry-level sales**. Brings relentless work ethic, coachable mindset, and clear communication from college baseball; adds healthcare literacy from Integrated Health Sciences. Comfortable with outreach, client support, and learning new tools quickly. Targeting **B2B sales** roles within **select industries**.

Education



Mars Hill University — B.S., Integrated Health Sciences

Mars Hill, NC • May 2025 • **Magna Cum Laude**

Relevant: anatomy & physiology, biomechanics, injury prevention, behavior change, statistics.

Experience

MMT Media Florida — Social Media Marketing & Client Support Intern *(Jun 2024 – Present)*

- Supported client communication: responded to inquiries, gathered requirements, and documented action items.
- Assisted with campaign execution (posting schedules, basic analytics snapshots, asset coordination).
- Built research lists for outreach; maintained simple **CRM/lead tracking** in spreadsheets; prepared follow-up emails and summaries.
- Resolved basic support requests, escalating issues with clear notes and next steps.

Pryor Baseball Farm — Baseball & Pitching Coach *(May 2022 – Aug 2024)*

- Delivered 1:1 and small-group training; tailored programs to goals and timelines.
- **Sold and scheduled** lessons by communicating value to parents/athletes; managed repeat bookings.
- Translated complex mechanics into simple, actionable steps; tracked progress and outcomes.
- Built trust with diverse clients; upheld a professional, safety-first environment.

Mars Hill University — NCAA Student-Athlete, Baseball (RHP) *(Aug 2021 – Jun 2025)*

- Balanced 20+ hrs/week of training, travel, and competition with a full academic load.

- Led by example: reliability, preparation, bounce-back under pressure.
- Collaborated across roles (coaches, trainers, teammates) to hit performance goals.

Skills

- **Sales Foundations:** prospecting, cold/warm outreach, objection handling, discovery, follow-up.
- **Client Service:** active listening, expectation setting, issue triage, clear documentation.
- **Tools:** Google Workspace, spreadsheets for **CRM hygiene**; quick to learn **HubSpot/Salesforce**.
- **Communication:** concise writing, phone etiquette, presenting to small groups.
- **Healthcare Literacy:** anatomy/physiology, biomechanics.
- **Athlete Edge:** discipline, consistency, goal tracking, competitive drive.

Honors & Certifications

- **Magna Cum Laude** (GPA 3.7) • Dean's List (all semesters)

Activities

- Volunteer baseball clinics; peer mentoring for new coaches & incoming student-athletes.

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