

# Nolan Jamison

Florida, U.S. • [813-509-1982](tel:813-509-1982) • [nwjamison@gmail.com](mailto:nwjamison@gmail.com) • [LinkedIn](#) • [NolanJamison.com/Resume](https://NolanJamison.com/Resume)

## Summary

2025 Magna Cum Laude graduate and four-year NCAA student-athlete pivoting into entry-level sales.

Brings the competitive drive, preparation, and follow-through built on years of baseball and coaching.

Adds healthcare literacy from Integrated Health Sciences and hands-on experience supporting marketing, outreach, and client acquisition. Confident with consultative conversations, relationship building, and converting new leads into long-term customers. Targeting B2B and healthcare sales roles where effort, communication, and reliability drive results.



## Education

**Mars Hill University** - B.S., Integrated Health Sciences, Mars Hill, NC • May 2025 • Magna Cum Laude  
Relevant coursework: anatomy & physiology, biomechanics, behavior change, statistics.

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## Experience:

### MMT Media Florida - Marketing Agency

#### Inside Sales & Client Development | Sales Support & Digital Marketing

Summer 2024 – 2025 (Seasonal / Internship)

- Managed inbound leads from website inquiries, referrals, and marketing campaigns, serving as the primary point of contact during early sales stages.
- Conducted discovery conversations to identify client goals, timelines, and budget alignment, advancing qualified opportunities toward engagement.
- Maintained ongoing sales touchpoints through structured follow-up communication, ensuring prospects remained engaged throughout decision cycles.
- Managed smaller opportunities independently while escalating larger or higher-complexity opportunities to senior sales leadership when appropriate.
- Supported account growth by responding to client requests, coordinating service updates, and maintaining consistent communication post-inquiry.
- Maintained CRM accuracy and documented prospect interactions to ensure continuity across the sales process.
- Assisted with campaign reporting and performance communication, reinforcing client confidence and supporting retention and upsell conversations.
- Developed consultative communication skills focused on education, relationship building, and guiding prospects toward appropriate solutions.

## Pryor Baseball Farm — Baseball & Pitching Coach (Summer 22,23,24)

- Delivered 1:1 and group training programs tailored to athlete goals.  
**Handled scheduled and inbound sales calls** for new client inquiries; explained program value and closed bookings.
  - Maintained a steady revenue stream through repeat lessons and referrals.
  - Translated complex mechanics into simple, actionable feedback; tracked results for client retention.
  - Operated with professionalism, safety, and clear communication under pressure.
  - *Grew confidence speaking with parents and clients about pricing, outcomes, and long-term plans — early foundation for consultative sales.*
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## Mars Hill University — NCAA Student-Athlete, Baseball (RHP) (Aug 2021 – Jun 2025)

- Balanced 20+ hours weekly of training, travel, and competition with full academic load.
  - Demonstrated resilience, teamwork, and consistent execution under pressure.
  - Brought leadership and accountability on and off the field — habits that translate directly to sales discipline.
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## Skills

- **Sales Foundations:** prospecting, consultative discovery, objection handling, follow-up, closing basics.
  - **Client Service:** active listening, expectation setting, clear documentation, issue resolution.
  - **Tools:** Google Workspace, Excel/Sheets for CRM tracking; fast learner in HubSpot & Salesforce.
  - **Communication:** concise writing, professional phone etiquette, small-group presentations.
  - **Healthcare Literacy:** anatomy, physiology, and biomechanics knowledge.
  - **Athlete Edge:** discipline, consistency, competitiveness, goal tracking, persistence.
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## Honors & Certifications

Magna Cum Laude (GPA 3.8) • Dean's List (all semesters)

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## Activities

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

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