

Nick Grasso
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SUMMARY

Motivated and hardworking former student-athlete, determined and passionate with a positive attitude, strong social skills, effective time management and leadership skills, strong written and verbal communications, active and attentive listener, technology proficient. Was a student-athlete at Post University for four(4) years.

EDUCATION

Post University, Waterbury, CT — Bachelor of Science Degree, 2017

Major: Sport Management

Deans List 2016

EXPERIENCE

Assistant Director of Sales and Marketing, CareOne—April 2023- Present

Plan, develop, organize, implement, evaluate, and direct the facility's public relations and marketing programs and activities in order to maintain and increase our census and to provide the community with information relative to our facility, its programs, services, and practices. Assist in the development, implementation, and tracking of customer satisfaction surveys. Serve as liaison to the Administrator, medical staff, and other professional and supervisory staff.

Customer Service Rep, Allstate Insurance — September 2022- April 2023

Answered all phone calls throughout the day, took messages for insurance agents if they were unable to talk with client. Placed calls to potential clients and placed cold calls to all former clients. Handled all payments and scheduled phone calls with potential clients and insurance agents.

Front Desk Associate, Retro Fitness — February 2020- August 2022

Greeting and checking in members as they come in. Resolving customer issues in an effective manner. Membership sales and retention. Following up with prospects. Selling in store merchandise such as Retro Smoothies cooler drinks, pro shop items. Ensuring a safe and clean health club environment for members and staff. Opening and closing the facility if scheduled. Following company policies and procedures.

Assistant Baseball Coach, Dominican College — July 2019- Present

Work primarily with the outfielders and hitters. Help with the recruiting in the offseason.

Head Baseball Coach, Palmetto Generals, BCBL — Summer May 2019- Present

Recruited two (2) rosters of 25 players and more, including players from D1, D2, D3, JUCO and NAIA schools. Helped all players develop their skills in each of their positions. Communicated

with coaches about each player throughout the season. Lead the Palmetto Generals to a championship in 2020. Had 17 All League members, including the Cy Young award winner.

Assistant Baseball Coach, Albertus Magnus College — 2018- 2019

NCAA DIII program. Work closely with the hitters. Primarily work with the catchers and outfielders. Provide help to each player using my experience and knowledge of the game. Assist with the strength and conditioning program, running lifting sessions specific to the needs of a baseball player. Help in creating practice schedules and practice plans. Hit fungos and throw batting practice. Helped with recruiting players. Assisted with the pitching staff. Helped create player evaluation sheets. Prepared scouting reports for opposing teams during the season.

Assistant Summer Baseball Coach, Mystic Schooners, NECBL — June 2018- August 2018

Worked with a range of D1, D2, and D3 players. Threw batting practice to the hitters, hit fungos. Helped assist in making a lineup for each game. Completed spray charts on opposing teams hitters

Volunteer Assistant Baseball Coach, Albertus Magnus College — 2017-2018

Worked with the hitters, providing various drills. Worked primarily with the catchers and infielders. Coached first base, hit fungos and threw batting practice. Worked very closely with the head coach

Sport Management Intern, Chase Collegiate High School — 2016

Provided assistance with event management coverage for games, practices and other athletic functions. Confirmed accuracy of game and practice schedules using the master schedule, school website and other athletic publications. Confirmed official schedules for all home contests and transportation schedules for away contests. Supervised and reviewed the distribution of Athletic equipment. Collaborated with Athletic staff to establish future initiatives for the athletic department. Worked closely with coaches and Athletic Administration to create an environment that aligns with the mission of Chase Collegiate School. Acted as a liaison between Chase and other NEPSAC schools

Head Coach/ Manager, NJ Renegades Baseball — 2015-2016

Coordinated all league and non-league games for 8u baseball team. Interfaced with all coaches in the league. Scheduled and re-scheduled games as needed. Obtained fields/permits. Organized practices as well as individual training of players on team.

Accreditations/ Certificates

CPR Certified

Member of the ABCA— November 2019

2020 Beach Collegiate Baseball League Champion

Long- Term Substitute: Manito Elementary School