

NICHOLAS ANTONIO GANGWER

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Education

The University of Alabama, Tuscaloosa, AL.
Master of Business Administration, May 2023
Focused Area of Study: Finance and Strategic Management

The University of Alabama, Tuscaloosa, AL.
Bachelor of Science in Kinesiology, May 2021
GPA:4.00/4.00 Magna Cum Laude

Skills & Certifications

- AT&T B2B Sales Academy Certification
- Proficient in Excel, Canva, SQL Lite, Trello, Working knowledge of Rapid Miner, AWS

Experience

Adams Beverages Inc, Tuscaloosa, AL.

August 2020 - Present

Brand Ambassador, Team Lead & Management/Sales Associate

- Assists B2B on/off premise sales to gain distribution and increase volume by 49%
- Maximizing the use of limited budget for 150+ brand activations in Tuscaloosa
- Recruiting new clients resulting in \$100,000+ in recurring sales
- Increasing sales by 175% for Bud light Seltzer product creating multiple top 5 selling bars nationwide

Druid City Music Hall, Tuscaloosa, AL.

August 2021 - Present

Marketing and Sales Consultant

- Enhanced marketing efforts boosting ticket sales by 30% and founded Brand Ambassador Committee

Bama Rentals, Tuscaloosa, AL.

September 2021 - Present

Property Manager

- Average 20% returns through effective property, contractor, and debt management utilizing spreadsheet analytics

Crowe LLP, Nashville, TN.

January 2022- May 2022

Project Manager

- Managed and directed a team of 5 associates employing an Agile/Scrum framework that provided recommendations and insights on ERP systems and the next generation of the steel industry by utilizing analytical and decision-making tools

Tuscaloosa Tourism and Sports, Tuscaloosa, AL.

December 2020 – August 2021

Research Intern

- Researched market potential for various sporting events identifying high gross RFP's maximizing ROIs for Tuscaloosa

The University of Alabama Athletics, Tuscaloosa, AL.

May 2019 - March 2020

Marketing Intern, Team Lead

- Responsible for team of 6 to provide game day crowd engagement providing promotional events for multiple sponsors
- Assisted Directors with promotional marketing and sponsorship projects to ensure maximum game day efficiency

Best Buy, Tuscaloosa, AL.

April 2018 - August 2018

Sales Consultant – Home Theater Department

- Solved complex problems utilizing training and creative thinking to enhance customer solutions that will withstand expansions of the residential or commercial property where they are implicated

Honors & Leadership & Activities

NBMBA, National Black MBA Association, Tuscaloosa, AL.

May 2022 - Present

Vice President of Finance

- Supervise fundraising events on and off campus, established an emergency scholarship fund, and advocate for diversity and inclusion in the academics of the MBA program

Sigma Tau Gamma, Men's Fraternity, Tuscaloosa, AL.

September 2019 - September 2020

Vice President of Community Engagement

- Launched and organized two fundraisers resulting in \$6,000 increasing donations by over 100%
- Served as Philanthropy Coordinator & Event Director managing budgets, diversifying cultures, and organizing events

First Fellows, First Generation Organization, Tuscaloosa, AL.

August 2018 - May 2020

Co-Founder, Vice President of Finance

- Founded organization to provide support to First-Gen college students through the college application life cycle.
- Supervised fundraising events on and off campus, delegations of funds per committees, and mentoring committee for 25+ first generation students at local high school

Additional Activities & Leadership

- Assistant Director of Recruitment, UADM
- Academic Policy Director, SGA
- Alabama Rugby Team
- Academic-Chair, Graduate Student Association
- Council of Presidents' Freshman Academic Award
- MBA Association