

Oscar Nava – Sainz

(205) 997-4348

www.linkedin.com/in/oscarnava-sainz

onavasainz@crimson.ua.edu

EDUCATION

Dec 2024

BS: Commerce & Business Administration, The University of Alabama, Tuscaloosa AL

Major: Finance

Minor: Real Estate

GPA: 4.0/4.0

EXPERIENCE

May-Jul 2023

Industry Analyst: Aticco Ventures, Barcelona, Spain

- Marketed a new membership project, increasing the number of interested customers by 32%
- Researched new venture capitalist firms, improving venture capitalist leads by 41%
- Transferred 500+ startup and venture capitalist profiles into a database, optimizing access to venture capitalist leads

May-Aug 2022

Front Desk Assistant: Student Recreation Center Membership Office at The University of Alabama, Tuscaloosa AL

- Purchased and renewed memberships for customers, resulting in faster transactions
- Trained 4 recruits, improving communication and coordination between shifts
- Learned to solve simple computer and software issues, maintaining efficient technology standards

2020-2021

Merchandising Associate: TJ Maxx, Tuscaloosa AL

- Promoted store credit cards, saving the company 2% on each of these transactions
- Processed purchases and returns, maintaining high standards of customer service
- Utilized Safety Data Sheets to handle chemicals, resulting in a safer work environment

HONORS

Foundation in Excellence Scholarship: Granted by The University of Alabama for 4 years, valued at \$32,000

Locked Endowed Scholarship: Granted by The University of Alabama for 2 semesters, valued at \$4,000

President's and Dean's List: Fall 2021, Spring 2022, Fall 2022, and Spring 2023 terms

SKILLS

Languages: Bilingual in English and Spanish

Business Tools: MS Office Suite, Notion, Google Drive, Think-Cell, Vegas Movie Studio, Adobe Premiere Pro, Slack, and Fusion Recreation Management Software

ACTIVITIES

2023-Present

Member: Student Real Estate Investment Fund, UA, Tuscaloosa AL

Member: Capstone Real Estate Academy, UA, Tuscaloosa AL

2022-Present

Member: National Society of Leadership and Success, UA, Tuscaloosa AL

2021-Present

Member: Alabama Finance Association, UA, Tuscaloosa AL

Member: Collegiate Entrepreneurs Association, UA, Tuscaloosa AL