

Mitchell Aaron Nagel

21 Boston Street #1
South Boston, MA 02127

508-785-5947
Mitchnagel18@gmail.com

EXPERIENCE

Full Circle Health

Pharmaceutical Sales Representative

Boston, MA

April 2023 – Present

- Primary focus is to sell products such as Epidermal Nerve Fiber Density testing, Cantab Cognition Assessment, BioLab Membrane Wrap, and Oska Pulse
- Communicated with Doctors, Physicians and Office Managers at hospitals, surgery centers, and hospice centers
- Built a book of business through prospecting, referrals, and cold calling to drive new-business while retaining current business

Concierge Live

Account Executive, Partnership Activation

Scottsdale, AZ

March 2022 – December 2022

- Oversee day-to-day management and delivery of physical and digital ticketing inventory
- Created and updated client ticketing inventories, identified, researched, and resolved user support issues
- Assisted with failed ticket transfers and admin handling tasks to resolve ticketing needs for each user

First Republic Bank

Client Service Specialist

Tempe, AZ

September 2020 – December 2020

- Worked as a contingent worker on a 4-month contract during the refinance boom to move mortgages to the finish line
- Assisted in the initial processing of loan applications for the Relationship Manager and Loan Officer
- Responded to requests such as searching for discrepancies and gathering documentation while updating accounts

Phoenix Suns

Sales Consultant

Phoenix, AZ

June 2019 – May 2020

- Generated close to \$60,000 in ticket sales revenue through products such as Full Season, Half Season, Partial Plan, Suite, Group, Fan Experience Packages, and Premium Packages additionally while leveraging concerts and events
- Provided value during in-game, dark-day, out of office, and virtual appointments to find solutions on both Business to Business and Business to Consumer meetings
- Responsible for hitting metrics such as 500 calls, 10 appointments booked, and 5 appointments completed while prospecting and generating referrals on a weekly basis

Phoenix Suns

Sales Consultant Intern

Phoenix, AZ

June 2018 – August 2018

- Networked with Leadership Team, Sales Professionals, Ticket Box Office, and Human Resources during the campaign to earn a full-time position upon graduation
- Participated in “Mercury Madness” fundraiser to achieve \$275,000+ in donations while providing 27,000+ low-income youth invitations to a Phoenix Mercury game

EDUCATION

University of Arizona, Eller College of Management

Bachelor of Science in Business Administration

Tucson, AZ

May 2019

- **Major:** Marketing

CERTIFICATIONS, EFFICIENCIES, ACTIVITIES & INTERESTS

Certifications Certified National Pharmaceutical Representative (NAPSRx) - 704352023

Activities: Member of the National Association of Pharmaceutical Sales Representatives, Volunteer Interviewer at Eller Professional Admissions, Former Teaching Assistant at University of Arizona’s Eller College of Management, Alpha Epsilon Pi, Recreational Sports

Efficiencies: Archtics, Excel, Kore, Leadlander, LinkedIn Navigator, Office, Outlook, Powerpoint, Excel, Salesforce, Salesloft

Interests: Analytics, Athletics, Consulting, Leadership, Marketing, Operations, Pharmaceuticals, Public Speaking, Sales