

Nicholas Wolf

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EDUCATION

Masters Business Administration

Point Loma Nazarene University, San Diego, CA (Dec 2018)

Bachelor of Arts Organizational Communication

Point Loma Nazarene University, San Diego, CA

California Teaching Credential

California State University San Marcos, San Marcos, CA

EXPERIENCE

Point Loma Nazarene University

San Diego, CA

August 2012-Present

Director Offices of Strengths and Vocation

- Enhance student engagement and retention through, career exploration activities such as Strengths Finder, Meyers Briggs and Strong Interest coaching. Resume writing, LinkedIn profile and other Social Media creation. Mock interviews, and graduate school preparation.
- Focus on developing programs geared towards graduating seniors, alumni, juniors, and students in the School of Business.
- Develop relationships with local companies for the purpose of connecting PLNU students to business networks for internships, mentoring and regular full time employment.

Adjunct Faculty Fermanian School of Business

- Instruct Business 100 which is an intro to business class for Freshmen and Sophomores.
- The class is focused on a general understanding of business, industries and careers

San Marcos Unified School District

San Marcos, CA

December 2011-Aug 2012

Substitute Teacher Pre-Kindergarten through Fifth Grade

Carrillo Elementary

Carlsbad, CA

August 2011-May 2012

Student Teacher First Grade and Fifth Grade

Ajilon Professional Staffing

San Diego, CA

February 2009-March 2011

Ajilon Professional Staffing is a multi-national professional placement service specializing in finance accounting, healthcare, and office administration

Branch/Sales Manager

- Sales of executive search services in the fields of accounting, healthcare, HR, and IT in manufacturing, health, and professional services industries.
- Supervision and training of internal sales and recruiting staff within multiple branch offices.
- Developed sales contests that doubled productivity, and increase revenues by 15%
- Creation and utilization of sales and recruiting tools and techniques.
- Tracking of KPIs, sales goals, and management of GM.
- Full P&L, and budget responsibilities.
- Ranked in the top 10 of selling Branch Managers, and generated over \$300,000 in Gross Margin in 2010

Accountants Inc.

San Diego, CA

March 2003-January 2009

Accountants Inc. is a multi-national professional placement service specializing in finance and accounting.

Senior Executive Recruiter/AIE

- Recruitment and placement of all C level accounting and finance professionals in Southern California.

- Supervision and training of internal staff within multiple branch offices.
- Creation and utilization of recruiting tools and techniques.
- Development and maintenance of employee database.

Area Sales Manager

- Manage staff of 10 sales professionals in 4 offices
- Responsible for hiring, training and development of staff
- Hit high of 420,000 Gross Margin in October 2007

Branch Sales Manager

- Manage staff of 12 sales professionals and 3 recruiters.
- Responsible for Budgeting and P&Ls.
- Monthly and Yearly performance reviews for staff members.
- Set and maintained KPIs and sales goals
- Rebuilt branch that had lost money last 2 years to include 8 new hires.
2006 net income of \$167,000.
- 2006 3rd Quarter Leadership Excellence Award.

Executive Recruiter

- Recruitment and placement of accounting and finance professionals.
- Supervision and training of internal staff within multiple branch offices.
- Creation and utilization of recruiting tools and techniques.
- Development and maintenance of employee database.
- Responsible for over \$650,000 in branch billing over 2 ½ years.
- Two time “Top Gun” recipient for company excellence. And 2005 “Leaders Club” award winner for top recruiting achievement.

RemX Financial

San Diego, CA

February 2002- March 2003

RemX was a startup accounting and finance placement division for Remedy Intelligent Staffing; a world leader in general placement services.

Senior Account Manager

- Sales of recruitment and placement services in the accounting and finance fields
- Creation and utilization of sales tools and techniques.
- Development and maintenance of client database.
- Part of a 3 person team to open office and become profitable within 1 year

Acctglink

Irvine, CA

May 2001- February 2002

Acctglink is a startup accounting and finance placement division for Corelink Staffing; a local leader in general placement services.

Division Manager

- Sales and recruitment of accounting and finance professionals.
- Creation and utilization of sales tools and techniques.
- Sold and serviced new and preexisting accounts
- Built division from ground up, took to profitability in less than 1 year

Abacus Staffing

Newport Beach, CA

April 1998-May 2001

Abacus Staffing is the specialty placement division of Roth Staffing Companies and national leader in placement services.

Senior Sales Manager

- Sales of recruitment services in the fields of healthcare, and accounting.
- Creation and utilization of sales tools and techniques.