

# Nicholas B. Halloran

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## EDUCATION

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<b>Bentley University McCallum Graduate School of Business</b> , Waltham, MA <i>Master of Science: Marketing Analytics</i>	December 2013
<b>Bentley University</b> , Waltham, MA Bachelor of Science: <i>Information Design and Corporate Communications; Public Relations Concentration</i>	Spring 2012
<b>Boston College</b> , Chestnut Hill, MA <i>Earned 60 credits toward Bachelor of Science</i>	2008-2010

## RELEVANT EXPERIENCE

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<b>Somerville Fire Department</b> , Somerville, MA <i>Firefighter</i>	October 2021-Present
<ul style="list-style-type: none"><li>Respond to fire, medical, and rescue incidents while utilizing training to protect life, property, and the environment.</li><li>Operate and maintain firefighting apparatus, tools, and equipment in compliance with safety and operational standards.</li><li>Provide emergency care to stabilize patients prior to EMS transport.</li><li>Perform overhaul, salvage, and exposure protection to minimize property loss and restore scene safety.</li><li>Serve as Acting Lieutenant when assigned, supervising crews of 2-3 firefighters and ensuring operational safety.</li><li>Mentor and train probationary firefighters, reinforcing department procedures and hands-on technical skills.</li><li>Received Commendation for participation in an incident at 373 Highland Ave in December of 2023 for assisting in the rescue of a victim under heavy smoke conditions in a building.</li></ul>	

## Professional Certifications

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- Firefighter I & II
- EMT Basic
- Hazardous Materials: Operational Level Responder
- FEMA ICS-100 Certification
- FEMA IS-700 Certification

## PROFESSIONAL EXPERIENCE

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<b>Your Move Inc.</b> , Somerville, MA <i>Director of Operations</i>	April 2017-Present
<ul style="list-style-type: none"><li>Oversee day to day operations of staff, storage and safety practices of employees.</li><li>Interview/Hire new and prospective employees.</li><li>Provide feedback to leadership on performance and productivity of team members and offer corrective actions as needed.</li><li>Manage crews ranging from 2-7 employees depending on job scope.</li><li>Assist with the scheduling of large commercial projects by meeting with customers and assessing project needs for manpower and time.</li></ul>	

<b>Oracle</b> , Burlington, MA <i>Application Sales Executive</i>	January 2017-April 2017
<ul style="list-style-type: none"><li>Helped companies deliver a personalized and connected customer experience.</li><li>Position the value of the Oracle CX Cloud Suite (Sales Cloud CRM, CPQ, Marketing Cloud, Social Cloud, Service Cloud &amp; Commerce Cloud) to businesses to aid them in leveraging the customer experience to improve business results.</li><li>Present product value by utilizing consultative selling techniques.</li><li>Develop GTM strategies and product focus for territory.</li></ul>	

<b>Rave Mobile Safety</b> , Framingham, MA <i>Regional Sales Director</i>	June 2014-January 2017
<ul style="list-style-type: none"><li>Grew customer base in Sales Territory by over 200% including flagship accounts such as Louisville KY, Tulsa OK and Santa Fe NM.</li><li>Identify, qualify, and develop opportunities at the local, regional, and statewide level.</li><li>Consistently close new business and accurately forecast accounts.</li><li>Manage and train Business Development Representative dedicated to prospecting within territory.</li><li>Actively manage daily responsibilities to develop sales territory through cold calling, appointments, sales presentations, and proposals while demonstrating excellent time management skills.</li></ul>	

<b>Business Development Representative</b>	March 2014 – June 2014
<ul style="list-style-type: none"><li>Generated a minimum of 60 outbound calls per day to both cold and warm prospects, leading to a consistent pipeline for sales team.</li><li>Achieved monthly, quarterly and yearly pipeline and forecast goals and defined objectives that our inside sales team converted into qualified opportunities.</li><li>Developed, presented and implemented plans for acquiring new business including activity breakdowns, performance milestones and resource requirements.</li></ul>	

<b>CADstar International</b> , Andover, MA <i>Technical Recruiter</i>	July 2013-March 2014
<ul style="list-style-type: none"><li>Consult with business and functional leaders to define competencies for specific roles</li><li>Pre-qualify candidates, negotiate offers and close hires.</li><li>Generate new business by developing sales leads for account managers</li></ul>	

## **Athletic Participation**

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**New England Patriots Rookie Minicamp**

April 2013

*Participant*

**Bentley University Varsity Football**

*Team Captain*

June 2010-November 2013

- Selected two-time First Team All-Conference NorthEast-10 League

**Boston College Varsity Football**

*Letterman*

June 2008-June 2010