

# Nathan Goltz

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## CAREER OBJECTIVE:

Empathetic communicator and trust builder. This coupled with my martial arts discipline, persevering sales and versatile teaching skills, along with an organizational management degree make me a viable team member for growing companies.

## EXPERIENCE:

### **Goltz Business Development Group - Sales Consultant - Upland, CA, September 2025 to Present**

Sales consulting for a well establish and respected proactive organization focused on nurturing successful contractual relationships, profit maximization, multi-partner mergers and acquisitions, for a diverse range of firms (both well established & startups). Engagements include interviewing client C-level decision makers to rapidly understand company needs, analyze competitive markets, and implement devise strategies to meet objectives and improve profitability.

### **Bristol Hospice - Sales Director - Rancho Cucamonga, CA, March 2025 to August 2025**

- Inland Valley territory sales and marketing director for this well respected national company.
- Netted 5-8 patients monthly and never failed quota
- Secured concierge medical Director to funnel patients through Kindred Hospital System

### **InnovAge - Outreach Specialist - San Bernardino, CA, October 2023 to January 2025**

- Sell their Program of All-inclusive Care for the Elderly (PACE) an alternative to nursing facilities.
- Sold directly to patient base and exceeded quota consistently while mastering the complexities of Medicaid system

### **Atria Assisted Living - Director of Sales - Rancho Cucamonga, CA, August 2021 to September 2023**

- Manage entire sales process, including telephone inquiries, tours, deposits and move in's, as well as developing quarterly sales/marketing plans, and conducting quarterly market analyses.
- Responsible for implementing community events, preparing public relations releases, special brochures, and conduct on-going outreach visits as appropriate.

### **Mission Healthcare - Territory Manager - South Pasadena, CA, December 2017 to July 2021**

- Responsible for sales and outreach and develop new territories.
- Secured a preferred provider contract with Dignity Health netting me over 45 Medicare admits a month

### **Aegis Ambulance - Account Manager - Monrovia, CA, February 2009 to November 2017**

- Called on case managers in hospitals, SNFs, dialysis centers, and physician's offices across all of LA
- Secured over 50 accounts producing an average of 200 orders per month.

## EDUCATION & CERTIFICATIONS:

- University of La Verne, La Verne, CA - Bachelor of Arts in Organizational Management. Graduated Summa Cum Laude (3.9 GPA) 2018, member Alpha Chi Honors Society. (School ranked in top 30 by the Wall Street Journal)
- Budai University, Katsura City, Japan - January to December 2004, studying Japanese language and culture; Judo, 5<sup>th</sup> Degree Black Belt, 1995 US Junior Olympic Gold Medalist, Karate & Kendo, 1<sup>st</sup> Degree Black Belts with extensive experience in Brazilian Jiu Jitsu